OL. XXVII. No. 2.

PRICE 25 CENTS.

THE

INLAND PRINTER

MA 11901



Mills at DALTON, MASS.

Weston's Ledger Paper

A little higher priced than other makes, but its superior qualities justify the additional expenditure.

BYRON WESTON CO.

Our SELLING AGENTS in CHICAGO

BRADNER SMITH & Co.

C. B. PRESCOTT, Treas. T. HENRY SPENCER, Asst. Treas.

PHOTOGRAPHIC PAPER Platinum Printing, Bromide Printing, Solar Printing,

Holyoke, Mass., IS. S. A.

- "Valley Paper Co. No. 1 Bond 1901"
 No. 1 Bond Regular List
 "Commercial Bond 1901"
 One-half Regular List
 "Valley Library Linen"
 For High-grade Papeteries
 "Valley Paper Co. Linen Ledger 1901"
 A Strictly No. 1 Ledger
 "Commercial Viscon Ledger 1904"
- "Commercial Linen Ledger" Lead all the "Our Ledger" No. 2 Ledgers
- "French Linen," wove and laid
 Cream Laid Linen and White Wove Bond
 The Foremost of No. 1 Linens
- "Old English Linen and Bond"
 Standard for Fine Commercial Work
- "Congress Linen and Bend"
 The best low-priced Linen and Bond made
- "Valley Paper Co. Superfine"
- "Valley Forge" Flats Extra-fine quality

THESE PAPERS ARE UNSURPASSED FOR QUALITY AND UNIFORMITY. SAMPLES CHEERFULLY FURNISHED.

Holyoke, Mass., U.S. A

Selling Agents for Chicago: WROE & BIGELOW, 1106-7 Monadnock Bldg.

Old Berkshire Mills

Established 1801

FIRST-CLASS FLAT AND FOLDED

These Papers recommend themselves as unexcelled for Correspondence, business or pleasure, and for Legal Blanks and Important Documents.

EXTRA SUPERFINE BRISTOL BOARD

WHITE AND CREAM. ALL REGULAR WEIGHTS, CARRIED IN STOCK.

Manufactured by

DALTON, MASS., U.S.A.

"&&&&&&&&&&&



Commencement
Invitations and Programs

WO CH

Our designs have set the standard for dainty and artistic effects at popular prices.

The Hit of the Century

Our introduction of an original series of Commencement Invitations and Programs made from

Eaton Hurlbut's "Rookwood"

Upon this beautiful stock of opal tones, lavender and pearl blendings, misty blues, soft gray and olive cloud effects we have printed and embossed new designs.

Classes will use this series, and members of the classes will use correspondence stationery and name cards from the same material.

We carry a full supply of this stock—iris, sea green, aerial blue and tiger eye—in 60 lb. paper, 21 x 33; 2 and 3 ply bristol; also, in correspondence papers in bulk and papeteria.

Calendars

manufactured in AMERICA.

*

A line selected from leading manufacturers, showing the best designs in the market.

+

Write for terms, for samples, etc.



Calendars

manufactured in GERMANY

*

The finest and most beautiful line made.

*

The best is the cheapest from an advertising point of view.

J. W. Butler Paper Company

212 to 218 MONROE ST., CHICAGO, V. S. A.



J. W. BUTLER PAPER COMPANY

CHICAGO

THE LARGEST PRINTING PLATE MANUFACTURING ESTABLISHMENT IN THE WORLD.

THE LARGEST PRINTING PLATE MANUFACTURING ESTABLISHMENT IN THE WORLD.

THE LARGEST PRINTING PLATE MANUFACTURING STEREOTYPING

DESIGNING LINE & HALF TONE ENGRAVING.



You Lose While You Wait



The publisher who puts off installing

Simplex Machines

is simply throwing away money which they will save him

THE SIMPLEX

ONE-MAN TYPE SETTER

Read what is said by some of those who have already installed them :::

"We have effected a saving of \$15 to \$20 per week, and are doing more composition than we ever did by hand."—The Record, Hanover, Pa.

"The Simplex saves us about 50 per cent in the cost of composition."-Lewis R. Hovey & Co., Criterion, Haverhill, Mass.

"The Simplex saves us in composition more than \$10 per week, and would save us double that if we had the business, as we do not use half the capacity of the machine."—Thos. S. Pratt, Journal, Rockwille, Conn.

"We have found that it cuts our composition bill in half, as well as gives us an opportunity to rush work out when necessary."—
Suburban, Brookline, Mass.

"One person now sets our entire paper on the Simplex, working five days."-A. C. Ross, Semi-Weekly Citizen, Rome, N. Y.

"Economical and rapid, the Simplex is a most valuable adjunct to a printing-office, and gives us perfect satisfaction."—A. W. Blakely & Son, Post and Record, Rochester, Minn.

"Our Simplex is doing very satisfactory work, averaging about 35,000 ems per day."—Jones & Chubbie, Western Call, Beloit, Kan.

"The Simplex has given me perfect service, has never been out of order an hour, and is valued today by every one in the office far above its purchase price."—C. D. Hellen, Freeman-Tribune, Webster City, Iowa.

"The Simplex means in our office a saving of over \$20 per week, less office room, and better papers."—Free Press Printing Co., Mankato, Minn.

THE UNITYPE COMPANY

HERBERT L. BAKER, General Manager.

200 Monroe St., Chicago. 150 Nassau St., New York.

The Lamp of Experience

should be your guide when trading out obsolete two-revolution presses for modern machinery.

It should teach you to avoid those modern presses which possess the bed movement, the impression mechanism and the registering devices of the very machines you are about to discard.

The very weakness in speed, in impression or in register that is forcing you to throw out the old press can not fail to develop in the new ones of a similar type.

There is not a two-revolution press on the market except the "Century" that does not possess in the principles of its construction the same weaknesses and unreliability in its bed movement, its impression mechanism and its registering devices, that you have found, even to your cost, in the old presses which you are using.

The Campbell Company is the only concern that has evolved and patented original and practical improvements in bed movement, in impression mechanism and in registering devices. We have done so to prevent the development of those very evils which you find in your old-style presses and which you will find just as surely in new presses unless they possess

A Locking-Pin Bed Movement,

An Eccentric Lift Impression Mechanism with its Automatic Compensator,

A Radially Closing Gripper Mechanism with Instantaneous Front Guide Action, and

An Immovable Continuous Register Rack and Gear.

So far these devices are to be found only in the "Century."

THE CAMPBELL COMPANY

334 Dearborn Street, CHICAGO 15 Tudor Street, E. C., LONDON



5 Madison Avenue, NEW YORK 704 Craig Street, MONTREAL





The "LITTLE WONDER" is Always a Winner.

Are you getting Automatic in your printing house? If not, don't you really think it is time to begin?

There is no experiment about the Harris Presses. They are well-proved money makers.

Why not write for particulars to

The Harris Automatic Press Co.

NEW YORK OFFICE, 26 Cortlandt Street.

CHICAGO OFFICE, Old Colony Building, 295 Dearborn Street.





Wiborg Co.

Makers of
Letterpress,
Steelplate,
Copperplate, and
Lithographers'

Inksø

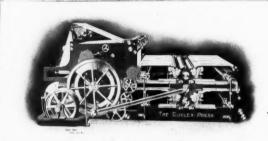
Dry Colors, Varnishes, Oils and Dryers.

IMPORTERS
OF LITHOGRAPHIC
STONES, SUPPLIES,
and BRONZES.

Cincinnati, New York, Chicago, St. Louis, London

THE DUPLEX







FLAT-BED PERFECTING

SPEED

Zanesville, Ohio, Signal. Our carrier boys are put out at the rate of one a minute.

Springfield, Ohio, Sun. We do the work now in one hour that with our old press required eight hours.

New York, N. Y., Journal of Commerce. We never run less than 5,000 per hour. We have run the press as high as 6,200 per hour.

Zanesville, Ohio, Times Recorder. We have speeded our Duplex up to over 6,000. We are confident it will carry a speed, without breaking the web, of easily 7,000.

Woodstock, Ont., Sentinel Review. Our Duplex is easier to take care of than our old press, and enables us to get the paper out in much better style and in one-quarter of the time. It is therefore a labor-saver, a big promoter of circulation through rapid production, which means early delivery and a big advertisement at the same time.

NEWSPAPER PRESS

Compared with Stereo= typing

Greensburg, Pa., Press. We are on the street with our first edition thirty minutes before our contemporary, who uses a stereotype press.

Canton, Ohio, Repository. We believe since we have been using the Duplex press we have saved its price in economy of handling as compared with a stereotyping machine.

Newark, N. J., Freie Zeitung. We find it costs about \$3,000 per annum less to publish our paper (daily, Sunday and weekly) than it did when we were using a stereotype press.

Hamilton, Ohio, Democrat. We took out a stereotype press and substituted a Duplex for it. It saves us \$1,000 per year in expenses and enables us to get out our editions quicker.

London, Ont., Free Press. We have been using the Duplex press since August, 1892. The saving in stereotyping is estimated at \$16,000. We have not the advantage of those buying the new machine. If we had one of your present machines we could turn out the handsomest printed paper in America.

BEWARE OF INFRINGING IMITATIONS

Write us for Booklet entitled "Why We Use the Duplex Press."

DUPLEX PRINTING PRESS CO.

BATTLE CREEK, MICH.=

For Great Britain and Colonies, except Canada, address Printing Machinery Co., Ltd., 15 Tudor St., London, E. C., England.

GREAT POPULARITY OF

Perfected Prouty Job Presses

is no mystery, because they are NOISELESS, will run FIFTY PER CENT FASTER, are the most POWERFUL and best built presses on earth, and will outwear any TWO of other makes, and have these features which are contained in no other presses:

Four Inking Rollers (others having three)

Two Main Gear Wheels

(others having one)

Not a Cam on the Press

(others having several)

We guarantee our press superior for

Half-Tone Embossing Color Work

and a money-maker for general commercial printing. The Ink Distribution is perfect.



MAN YOU AFFORD TO RUN SLOW, OBSOLETE PRESSES? We give the greatest value for the money and send presses on trial. Our presses are in the largest offices throughout the world. We make more direct sales than all other press manufacturers combined. NO TRUST MONOPOLIZES OUR PRESS. Unlimited facilities. Prices low. Send for catalogue and discounts.

MANUFACTURED ONLY BY

Boston Printing Press Co.

7 WATER STREET, BOSTON, MASS., U. S. A.

JOHN HADDON & CO., Agents for Great Britain and the Colonies, Salisbury Square, London, Eng.

PHOTO-CHROMOTYPE

ENGRAVING CO. DESIGNERS AND PHOTO-ENGRAVERS OF EVERY KNOWN PROCESS

Our Chree-Color Process

Is the acme of perfection. We reproduce works of art and merchandise with a fidelity unequaled by any other method.

We furnish plates to printers

Calendar Manufacturers

Will find it to their advantage to correspond and work with us. Our ideas are unlimited. We can boast that of the many lines we have designed, no two are alike.

Artistic designs for borders and embossing dies is our forte.

We do not make or sell Calendar Backs

206-214 South Eleventh Street, Philadelphia, Pa.

PROOFS OF OUR STOCK SUBJECTS MAILED FREE TO PROSPECTIVE CUSTOMERS





A. Storrs & Bement Co., Boston

Edward J. Merriam Co., New York

> ALLING & CORY, Rochester

R. H. THOMPSON, Buffalo

Irwin N. Megargee & Co., Philadelphia

> McDonald & Fisher, Baltimore

CHARLES A. SMITH Co., Pittsburgh

Union Paper & Twine Co., Cleveland

Cincinnati Cordage & Paper Co., Cincinnati

DRESSKELL-JUPP PAPER Co., Detroit

CRESCENT PAPER Co., Indianapolis

Bradner Smith & Co., Chicago

F. O. SAWYER PAPER Co., Saint Louis

Kansas City Paper House, Kansas City, Mo.

SCARFF & O'CONNOR Co., Dallas and Houston, Texas

WRIGHT, BARRETT & STILWELL Co., St. Paul

> MINNEAPOLIS PAPER Co., Minneapolis

WESTERN PAPER Co.,

CARTER, RICE & Co., Denver, Colo.

BLAKE, MOFFITT & Towne, San Francisco and Los Angeles

> BLAKE, McFall Co., Portland, Ore.

AMERICAN PAPER Co., Seattle, Wash.

Brown Brothers, Limited, Toronto

L. S. Dixon & Co., Limited, Liverpool

HAMPSHIRE PAPER CO. South Hadley Falls, Mass. : U.S.A.

"THE RULE of THREE"

- GOLD COIN is produced by a good die acting upon good metal
- OLD HAMPSHIRE BOND is the product of the highest skill and the best materials
- GOOD PRINTING also depends upon skill plus material

"It's a poor rule that won't work both ways"

- 3. GOOD PRINTING upon
- 2. OLD HAMPSHIRE BOND will bring
- I. GOLD COIN-

to the Printer and His Customer



GOLDEN ROD is an attractive OLD HAMPSHIRE TINT

Carrier Charles and Control

"THE RULE OF THREE"

that work work
both ways

The Western Printer

Fifty Cents a Year; Fifteen Cents a Copy

A quarterly magazine devoted to printing, engraving, bookbinding and the several trades. The April 15th issue contains eighty-six pages the size of those of The Inland Printer, and is now for sale almost everywhere.

Artistic, Distinctive, Original

Artistic because It aims, not only to print its illustrations well, but to present art features of permanent value. Each issue has reproductions in an original way of some of the world's most famous etchings and paintings and a portrait of some world-famed worker in the printing trades. No expense is spared to present beautiful things from sources not easily accessible.

Distinctive because It has adopted a style, both in get-up and editing, that makes it so. The size, though of the chosen size of printing trades journals generally, is better mechanically—simpler, stronger. There is always a sameness and beauty that commends it, and its editorial policy is without fear or bias. Moreover, all advertisements are confined to the advertising section, plainly showing their character upon their face.

Original because It is not a thing of passing interest merely. There are but two departments—one of bright, crisp editorials, the other of display composition done especially for it, not an array of stuff sent in. Instead of departments covering engraving, binding, estimating, etc., it has exhaustive articles treating these subjects by well-known authorities. During the year articles will appear by C. T. Jacobi of the Chiswick Press, London, on bookmaking; Zaehnsdorf of London, and other authorities, on the technique of bookbinding; Geo. H. Benedict of Chicago, on engraving; and contemporary events will be discussed by men of intelligence—not presented in scraps in departments.

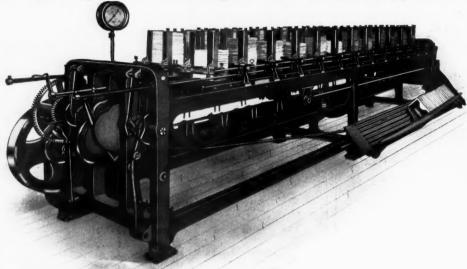
The fact of the magazine being a quarterly makes this possible, and lends such permanent value that it can not fail of being

A Source for Constant Reference

The Stanley-Taylor Company, Publishers
424 Sansome Street, San Francisco, California
THE TRADE SUPPLIED BY THE SAN FRANCISCO NEWS CO.

Mr. BOOKBINDER

It's up to you to make your floor space profitable



The Smyth Automatic Signature Gathering Machine

Will produce more profit to the square foot of space occupied than any machine ever installed in a bindery. Read the following letters:

HIGH INDORSEMENTS FROM HIGH AUTHORITIES.

Gentlemen,—In answer to your inquiry, we are glad to report that the Smyth Automatic Signature Gathering Machine, which you placed in our bindery, continues to do its work in a most satisfactory manner and we have not (after ten months of hard and continuous service) a single criticism or suggestion to offer. We have not tound any grade or weight of paper that it fails to handle, and it works equally well on inserted, tipped, cut or solid signatures. The fact that the machine occupies so little floor space very materially increases its value, and we consider it one of the most desirable machines in our bindery.

Very truly yours

AUTOMATIC MACHINERY Co., Chicago.

Gentlemen,—We must confess that, as you stated, it was necessary to see the Smyth Automatic Signature Gathering Machine to fully appreciate its merits. It does all that you claim for it. In compactness, and the volume and accuracy of its work on all grades of (Signed)

DONOHUE & HENNEBERRY, R. R. DONNELLEY & SONS CO. BROCK & RANKIN.

Requires 5 x 15 feet of floor room; 1½ horse-power; makes very little noise and has a capacity of 17,000 books of 24 signatures each in a working day. Works on all kinds of stock and handles all sizes from 4½ x 7 to 7½ x 11 inches. Every progressive, money-making binder will have one of these machines. Our free booklet tells the story send for it.

F. W. SHUMAKER, European Agent, Automatic Machinery Co. 88 Chancery Lane, LONDON, W. C., ENGLAND. 277 Dearborn Street, CHICAGO, U. S. A.

Paper Cutters FOR ALL CLASSES OF WORK

Capital Capital

The Holyoke

Monarch Monarch

The Duplex

The CAPITAL is designed to meet the most exacting requirements of those who wish a capable cutter with HAND CLAMP ONLY. It possesses the Seybold rotary mechanism for pulling down the knife with speed and power, and cuts a full load of any paper material from tissue to quarter-inch tar board.

The HOLYOKE is a reliable, automatic clamp cutter; it is no respecter of paper—tissue or tar board fare alike. Once under, THERE IS NO SLIP. Add to this a speed of thirty cuts a minute, with no noise, and the result is a CUTTER of enormous power and capacity.

The MONARCH is a combined automatic and hand clamp cutter; the shifting of a lever effects the change. They have set a new pace in cutting records, and stand for less machinery and more output. They are massively built, and the working parts are of steel, few and simple, and cut accurately all kinds of stock at all times.

The DUPLEX TRIMMER will enable your operator to double his output in trimming. Do you realize what trimming two edges at once means? It means TWO CUTS to trim FOUR SIDES with only one turn of the table.

The Seybold Machine Co.

Main Office and Factory, DAYTON, OHIO, U. S. A.

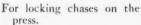
8 & 10 Reade Street, NEW YORK

312 Dearborn Street, CHICAGO

- PATENTEES AND BUILDERS OF -

High-grade Machinery for Bookbinders, Printers, Lithographers and Paper Mills

PATENT PRESS LOCKS



Dispensing with furniture and quoins.

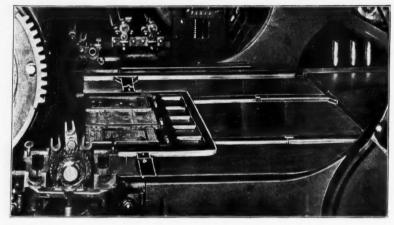
Quickly adjusted.

Secure lock.

Great time-saver.

Holds chase solid to bed.

Prevents material working up inside.



SEND FOR CIRCULAR.

MORGANS & WILCOX MFG. CO., Middletown, N. Y.

Manufacturers of PRINTERS' MACHINERY.



An Acme Binder, No. 6

Clinches as well as the best wire stitcher and can not clog. It uses both fine and coarse wire staples and binds to one-quarter inch. No adjustments to be made at all. We ship it all ready for work. It will save you money and win trade.



ACME STAPLE CO.

PHILADELPHIA, PA.

Patented Europe and America



FLECTRIC (ITY ENGRAVING (0.

IN THE WORK SHOP OF THE

GRAPHIC ARTS

PAN-AMERICAN EXPOSITION BUFFALONY
FROM MAY 15 TO NOV. 15 1901.



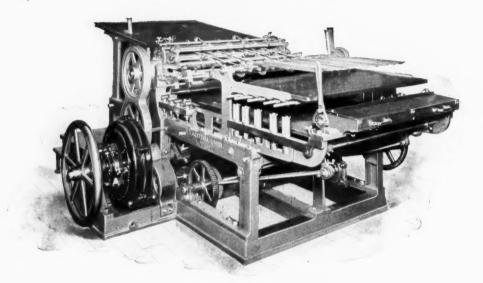
THIS EXHIBIT WILL BE FROM THE VIEW OF THE PUBLISHER & PRINTER ONE OF THE MOST INTERESTING ON THE GROUNDS AS THE

COMPLETE PROCESS OF PRODUCING HALF TONE PLATES

WILL BE SHOWN FROM THE MAKING OF THE NEGATIVE TO THE FINISHED PROOF ELECTRIC CITY ENGRAVING CO. 507-509-511-513 BUFFALO, N.Y.

ELECTRIC POWER

LUNDELL MOTORS



THE LUNDELL MOTOR

has been the means of enabling many printers to increase their business. For first-class work it is a first-class apparatus. It produces economy in power, reliability in work, increased facilities for work, cleanliness, safety to life and property, less noise and better light and air. The progressive printers all over the country are installing Lundell Motors in their establishments, and are profiting by the change. Don't lose business because of old-time methods. The Lundell Motor is within your reach. Take it and make money. Send for Bulletin No. 3200.

SPRAGUE ELECTRIC CO.

General Offices: 527-531 West 34th Street, New York.

BRANCH OFFICES

Chicago: Fisher Building.

Boston: 275 Devonshire Street.

St. Louis: Security Building. Baltimore: Guardian Trust Building.

Westinghouse



Westinghouse Polyphase Induction Motor.

Motors

Operate Printing Presses and = Machinery in the best = equipped and most modern

Printing Plants.



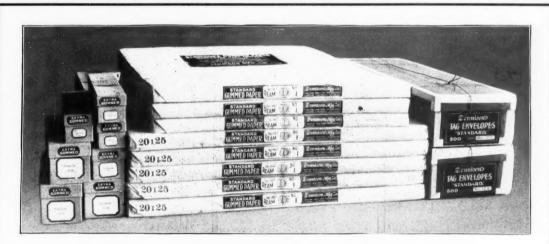
Westinghouse Direct Current Motor.

Westinghouse Electric

All Principal Cities in U. S. and Canada.

& Manufacturing Co. PITTSBURG, PA.

The name WESTINGHOUSE is a guarantee



Dennison's Gummed Paper for Printers.

STANDARD

Superior in quality and sticking qualities to any made. Price per Ream—No. 1 White, 17 x 22, \$4.75; 20 x 25, \$6.50. No. 2 White, 17 x 22, \$4.00; 20 x 25, \$5.50.

CROWN

Superior to any gummed paper, except our Standard. In half-ream packages only. Price per Ream—No. 200 White, 17 x 22, \$2.75; 20 x 25, \$3.75.

EAGLE A first-class paper gummed with Dextrine. In half-ream packages only. Price per Ream-No. 400 White, 17 x 22, \$2.50; 20 x 25, \$3.25.

PRICE LIST OF COLORED GUMMED PAPERS SENT ON APPLICATION TO OUR NEAREST STORE.

Dennison Manufacturing Co.

Boston.

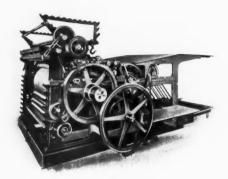
New York.

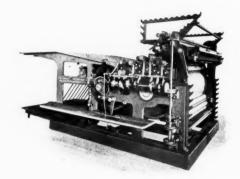
Philadelphia.

Chicago.

Cincinnati.

St. Louis.





The Aluminum Plate & Press Company

Printing Machinery.

100

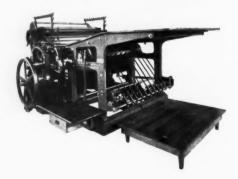
OF OUR

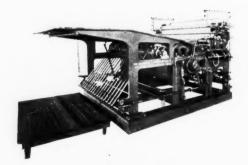
Rotary Printing Presses

In daily operation at the present time in the leading lithographic plants in the United States, Canada, England and Japan. Any lithographer contemplating purchasing a Rotary Press of either one, two or three colors, or any other kind of Printing Machinery, will find it to their interest to communicate with us.

The Aluminum Plate & Press Company

Works: PLAINFIELD, NEW JERSEY. Office: Hudson St., Cor. Spring St.
NEW YORK CITY.





UNIFORM-LINE

TYPE

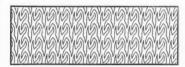


MORE THAN 1000 DIFFERENT FONTS



Superior Copper-Mixed Type Cast on Uniform Line is for sale by

Southern Printers Supply Co., Washington, D. C.
Great Western Type Foundry, Kansas City, Mo.
Minnesota Type Foundry Co., St. Paul, Minn.
St. Louis Printers Supply Co., St. Louis, Mo.
Great Western Type Foundry, Omaha, Neb.
Nicklin's Southwest Printers Supply. Los Angeles, Cal.
Pacific Printers Supply House, Seattle, Wash,
F. Wesel Manufacturing Co., New York, N. Y.
R. W. Hartnett & Bros., Philadelphia, Pa.
Miller & Richard, Toronto, Ontario,
E. C. Palmer & Co., New Orleans, La.



There are now considerably more than 1000 different fonts in our list of Uniform-Line type. Every one is a useful, modern, money-bringing face. Among them will be found faces suitable for every variety of advertising and general job-printing.

The system of lining adopted by us is the most perfect ever devised. The increase in size between the smallest and the largest face is uniform, alternately long and short steps being avoided. Kerned descending letters are almost wholly eliminated, not a single kern appearing that can be broken by pressure.

All our Uniform-Line faces on the same body line at the bottom when used together, as you will see by the line following—

Our Uniform-Line Type Lines

--and faces on different bodies line accurately when ordinary point leads or slugs are used in justifying.

Besides these points of unequaled merit all our type is cast from the celebrated Superior Copper-Mixed metal, which insures superior lightness, hardness, toughness, and consequent durability, (the words used by the Award Committee of the Chicago Columbian Exposition.)

Superior Copper-Mixed Type cast on Uniform Line is sold at no advance in price. All printers agree that those who buy it receive the most and best for their money.



BARNHART BROS. @ SPINDLER

Anti-Grust Type-Founders

183 to 187 MONROE STREET, CHICAGO, ILLINOIS

A Two Revolution Printing Press

> Faster than the Feeder

PHILADELPHIA, Dec. 1st, 1900.

PHILADELPHIA, Dec. 1st, 1900.

BABCOCK PTG. PRESS MFG. Co..

38 Park Row, New York City.

Gentlemen:—We desire to state that all of the inside pages of this catalogue, including the three-color work, are printed in one form on a sheet 38 x 50, upon one of your No. 11 Optimus two-revolution presses, the paper used being Diamond D Pure White Coated Book, manufactured by Messrs.

Dill & Collins, of Philadelphia.

The results obtained have been such that for firmness of impression, accuracy in register, and excellence of distribution, this type of press leaves nothing to be desired. As an evidence of our faith in the Optimus presses we have recently added another press, and the same arguments hold good with reference to it.

Very truly yours,

EDWARD STERN & Co. Inc.

Edward Stern, President.

THE OPTIMUS

Some of the finest Three-Color Work in the country is done on the Optimus, as well as a full proportion of all of the handsome and exacting work required daily by thousands of discriminating users.

THE OPTIMUS

Babcock Printing Press Mfg. Co.

New York Office, 38 Park Row. NEW LONDON, CONN.

Barnhart Bros. @ Spindler,

General Western Agents,

183 to 187 Monroe Street. CHICAGO, ILLINOIS.

FOR SALE BY

Great Western Type Foundry. Kansas City, Mo.

St. Louis Printers Supply Co., St. Louis, Mo.

Great Western Type Foundry. Omaha, Neb.

Minnesota Type Foundry Co., St. Paul, Minn.

Southern Printers Supply Co., Washington, D. C.

John Haddon & Co., London, England, Agents.

GOLDING CATALOG

OUT MAY 15, 1901

Being a Brief Treatise on the MERITS of the GOLDING JOBBER, with Suggestions on the Purchase, Care and Use of Platen Presses.

Contains a complete mechanical description of the GOLDING JOBBER as well as practical illustrations of its great profit-earning power over what other platen presses have. It treats of the subject from a business standpoint and ought to be in the hands of every employing printer who is endeavoring to realize the

Largest Possible Results with the Least Expense in Time and Money

It contains plain, concise and truthful statements of why these results can not be obtained by the employment of crank-action presses, and why it is possible to realize these results only through the operation of the Golding Jobber with all its labor-saving attachments.



The mechanical descriptions are made in plain ungarnished English with no attempt to befog the mind with useless technical discussions. It seeks only to place the reader in possession of facts that will enable him to judge

The TRUE Value of Platen Presses

for himself, as it is not what a machine costs to build, handle and sell, but what it can earn in actual profits which proves its real value. It contains the suggestions of several well-known employing printers on the purchase, use and care of machinery. We believe it to be a departure from the style of catalogs heretofore published, and we want to place it in the hands of every employing printer.

If you do not receive one of these Catalogs, send for it to our nearest store and they will not only send you this catalog, but will place your name on our mailing list, thus insuring your receipt of the circulars and catalogs we expect to mail every month as we have in the past.

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Manufacturers of

Printing Presses, Paper Cutters, Tools, Materials, Owl Brand Inks and Varnishes

Send for Complete Machinery Catalog showing our Printing Presses, Tools, Furniture, etc., Outfit Estimates, Specimen Books of Inks and Bronzes—Free to Printers. Books of Engravings, Society, Trade and Stock Cuts, 10c. each. Address the store nearest you.

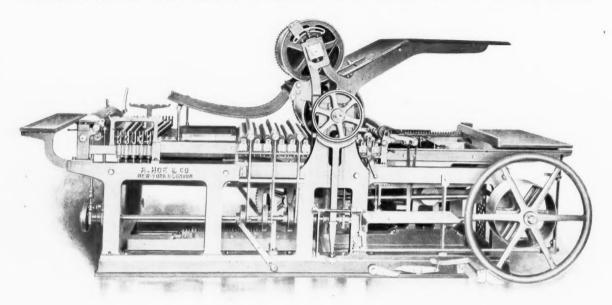
BOSTON, 183 Fort Hill Square. NEW YORK, 540 Pearl Street.

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R. HOE & CO'S

IMPROVED TWO-CYLINDER

METAL-PRINTING LITHOGRAPHIC PRESSES



OR printing and decorating tin and metal sheets these presses are without an equal. They embody all the excellent features of our machines for printing on paper, and are equipped with every appliance necessary for the most satisfactory results in metal decorating. Nearly all the handsome, durable metal signs, fancy tin boxes, etc., which have become so popular, are printed on our presses. The following are among those to whom we have supplied Tin-Printing Machines.

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Consolidated Fruit Jar Co.

Phenix Metal Co.

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Our Papers are supplied in Fine Wedding Stationery, Visiting Cards and other Specialties by GEO. B. HURD & CO., New York, whose boxes bear the word "Crane's" containing our goods.

HESE goods are the best for all dealers. Their merits are known the world over, and they yield a profit to the dealer. Once tried, the purchaser becomes a regular customer. They are suited to the tastes of the most select trade. Presented in the following styles and qualities:

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All this Stationery can be relied on as represented. # # Z. & W. M. CRANE DALTON, MASS.



UR PRINTED

ARE OF GREAT VALUE TO EVERY PRINTER. THEY HELP HIM TO SECURE AND KEEP BUSINESS

We place them free of cost in the hands of every we place them free or cost in the hands of every good printer in our territory. No order is too small or too large for us. We do not sell to parties with-out good commercial standing or who can not furnish satisfactory references. Send us your references and secure our Price List and Samples.



AVENUE 215 = 221 WABASH CHICAGO



Micro-Ground. Micro-Ground. Micro-Ground. Micro-Ground

"Micro-Ground.

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ESTABLISHED 1830.

"Well clamped" may be "Half cut."

But you can do the other half best with a





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Paper Knife

Let us tell you why?

Special Goods for Special Work.

MENTION THIS

and receive Souvenir, with reasons. No mention, no Souvenir. Ø Ø LORING COES & CO., Inc. WORCESTER, MASS., U.S.A.

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Hand-Forged Press and Overlay Knife

"Pyro-Calcic" Temper. Round, Stiff Edge. Best Steel (no Sheet Iron.)



WARRANTED to Hold Edge on Clayed Paper and Board

Prepaid by mail for eleven 2-cent stamps or equivalent currency.

6% INCHES LONG

MADE BY PEOPLE WHO KNOW HOW.

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Porter & Co. Real Estate. 159 West 125 !! Street. Now York.

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Hushagen & Company: 25 West Broadway. New York:

Are expensive to lithograph, as they have to be printed from the stone flat and made up afterwards. You can buy ready-made envelopes and print them with lithographic effect from CEROTYPES on any jobbing press, selling them

to your customer cheaper than they can be lithographed and making an exceptionally good profit yourself. Our plates are not expensive. We submit a few specimens herewith.

We are going to issue a monthly newspaper to advertise our plates. If you have not received an announcement send in your name and it will be put on our list.

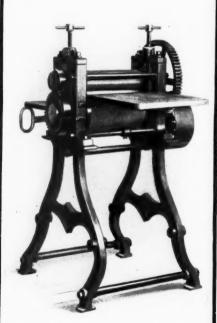
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216 William Street, NEW YORK.

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E. & V. ROLLER **EMBOSSER**

> **Improves** the character of your Printing 100%



12-Inch Roller Embossing Machine.

Built in sizes from 12 inches to 40 inches wide. Any Design of Embossing.

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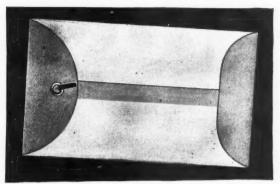
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Sizes from 14 x 25 . to . 64 x 64 inches

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BEST AND CHEAPEST





THE BUFFALO
LINE of Commercial
Envelopes—
wood, rag and manila
—is unexcelled. A. A. A.
Our samples and prices
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BUFFALO ENVELOPE CO., 47 N. Division Street, BUFFALO, N. Y.



We Lead, Others Follow! > > > > >

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Noiseless Disc

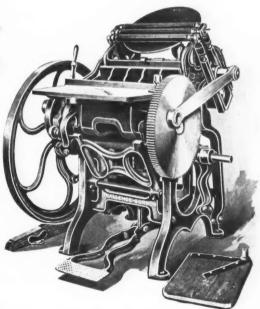
NE of the improvements that have made the **CHALLENGE GORDON** press so popular. Is it any wonder? Every
working part made of steel; indestructible, positive and
as **noiseless** as a sewing machine. Our **large**, **single-plate** ink **disc** has no grooves to harbor dirt. consequently no mixing
of colors. Printers rightly call the **CHALLENGE** GORDON the

20th Century Job Press

There are other improvements which you should know of. Send for our **new** illustrated pamphlet—tells all about them.

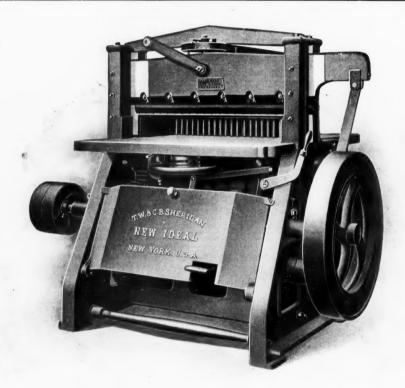
Manufactured by THE CHALLENGE—MACHINERY CO., 2553 Leo Street, CHICAGO.





ALL DEALERS SELL THEM.

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THE most rapid cutting machine ever produced, together with an enormous clamping power. With our device of compounding clamping power, one thousand pounds pressure applied to the friction clutch exerts four thousand pounds of clamping power with a Speed of Thirty-Three Cuts per Minute.

WRITE FOR DESCRIPTIVE CIRCULARS. PRICES AND TERMS FURNISHED UPON APPLICATION.

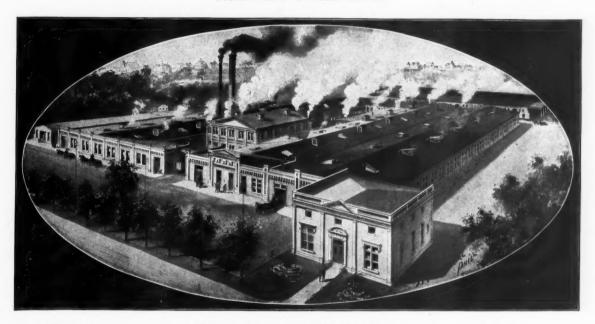
T.W. & C. B. SHERIDAN NEW YORK # CHICAGO # LONDON THE INLAND PRINTER.

Our New No. 1 ENAMELED BOOK PAPER

UPON COMPARISON WITH HIGH-PRICED PAPERS WILL BE FOUND TO BE

Whiter Shade and Higher Finish

THAN ANY OTHER MAKE.



Size of Building, 360 x 500 feet. The Largest Plant in the World for Coating Paper

Capacity, 2,000 reams daily.

THE PRINTING QUALITY SPEAKS FOR ITSELF IN THESE PAGES.

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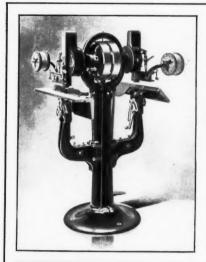
HAMILTON, OHIO.

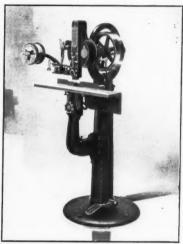
Our paper is carried in stock by all paper dealers everywhere

WE FILL ORDERS ONLY THROUGH JOBBERS.

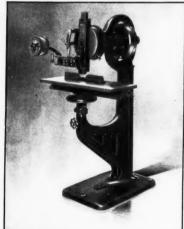


UNIVERSAL WIRE-STITCHING MACHINES











The Simplest and Most Perfectly Made

WIRE-STITCHING MACHINES

in the market.

All working parts are of the best quality of Steel, hardened and carefully tempered.

THOUSANDS IN USE

by best houses in this country and abroad.

Built in FIVE SIZES, adapted to all requirements.

Write for Catalogue.

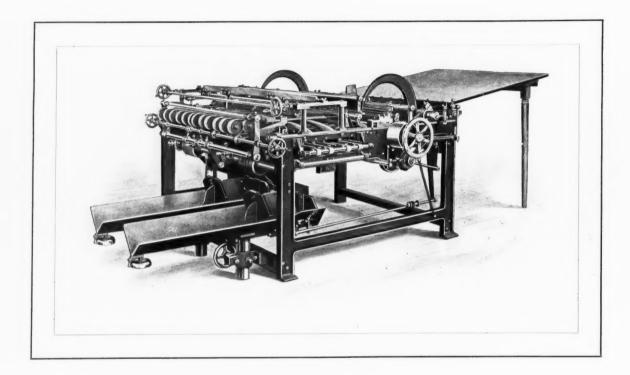
E. C. FULLER & COMPANY

CHICAGO OFFICE, 279 Dearborn Street. NEW YORK, 28 Reade Street.

PAPER FOLDING MACHINERY

MADE BY

Brown Folding Machine Co. ERIE, PA.



THE above cut illustrates a DOUBLE SIXTEEN DROP-ROLL MARGINAL-FEED BOOK FOLDER. It has Automatic Side Registers, Automatic Sheet Retarder, Automatic Head Perforators, that overcome all "buckling," and Packing Troughs that are movable up or down to suit the various sizes of work. Mechanical Automatic Points can be included when required. In changing to inset work there are no cams to retime or reset, no tapes to cut and resew, the change being made in a moment's time. It will fold a single 16, double 16's, delivering separately, and single 32 by insetting.

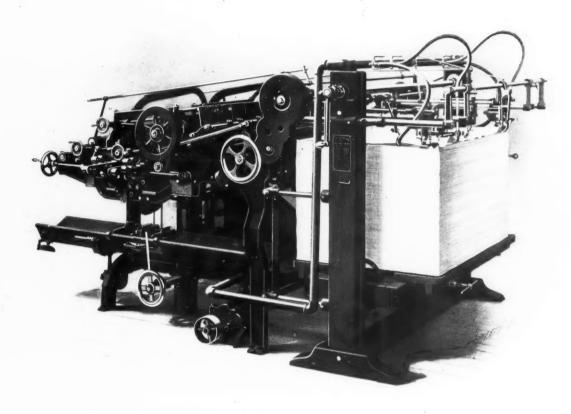
OUR LIST INCLUDES SINGLE, DOUBLE, QUADRUPLE AND SPECIAL FOLDING MACHINERY TO MEET ALMOST ANY REQUIREMENT, AND EMBODIES ALL THE LATEST IMPROVEMENTS

E. C. FULLER & COMPANY

CHICAGO - 279 Dearborn Street

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ECONOMIC AUTOMATIC PAPER-FEEDING MACHINES



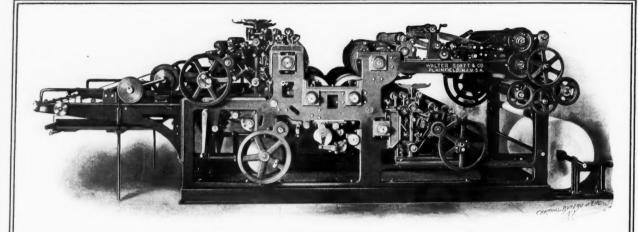
The above cut shows the "Economic" Feeder attached to a folding machine.

THIS combination is in use in most of the principal bookbinderies, on book and pamphlet work, throughout the United States and Europe. Folding machines usually have a capacity far beyond the ability of a hand feeder to feed them, and therefore a large increase in production over hand feeding is gained by the use of the Automatic Feeder. It takes up less room than the feed-board of the folder and from 5,000 to 15,000 sheets can be placed on the piling-board at one time. We are prepared to attach our machine to any make or style of drop-roll folding machine without mutilation of the folding machine. Send for our new catalogue.

E. C. FULLER & COMPANY

CHICAGO-279 Dearborn Street

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The Scott All-Size Rotary Web Machine-CLASS Q

50,000 PER DAY

PRINTED BOTH SIDES

DOES THE WORK OF EIGHT FLAT-BEDS

IF YOU WANT TO MAKE MONEY INSTALL A

SCOTT ALL-SIZE ROTARY

and seek long runs of presswork. It will print catalogues, magazines, periodicals, books, and, in fact, any kind of work on one or both sides of the sheet.

It will print any size sheet desired, and the cutting cylinders are constructed to cut off 80 different lengths, and any width roll of paper can be used. The change from one size to another is made in a few minutes.

The machine occupies the same floor space as a two-revolution, and does eight times more work in a day.

If you have any long runs it will pay you to examine this machine and see the class of work it does.

SEND FOR DESCRIPTIVE CATALOGUE TO OUR NEAREST OFFICE



Class N H-Four Roller, Two-Revolution Press.
Front Ply Delivery

WALTER SCOTT & CO.

NEW YORK, Times Building CHICAGO, Monadnock Block ST. LOUIS, Security Building BOSTON, Winthrop Building CINCINNATI, Neave Building

PLAINFIELD, NEW JERSEY, U.S.A. HIGHEST AWARD—Medal and Diploma, Paris Exposition, 1900

Thousands in Use!

THE IMPROVED

N<u>E</u> 16832-27943. 28054

Size, % x 1% inches.

Pat. May 26, 1885. Pat. Oct. 16, 1888.

Other patents pending.

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WETTER

THE ONLY PRACTICAL and THOROUGHLY RELIABLE NUMBERING MACHINE

that can be locked up in a form with type and number successfully while you print.

BUILT FOR BUSINESS and bound to beat all past, present and future records. The Improved Wetter Numbering Machine holds sway in most of the big printing establishments in the world. Tells its own story in figures clearer than words, and as quick as the quickest printing press can pound it onto paper. Bobs up serenely after a big job, as fresh as a daisy. Works as slick as a peeled onion, as accurate as the sun and as clear as copperplate. This the Improved Wetter Numbering Machine does day in and day out. Entirely automatic up to 100,000. Printers never kick who use it right. The only type-high machine that is guaranteed in every particular, therefore the only machine for any printer to buy.

Recommended and sold by every typefounder and printing material dealer.

SPECIAL MACHINES FOR SPECIAL PURPOSES. - TELL US YOUR WANTS.

WETTER NUMBERING MACHINE CO. 515-521 Kent Avenue Ø Ø Ø BROOKLYN, N.Y.

ALWAYS IN STOCK AT ALL OUR BRANCHES FOR LIST OF BRANCHES SEE INLAND PRINTER DIDECTORY

HAMILTON WOOD GOODS

AMERICAN TYPE FOUNDERS COMPANY

SET IN ARLINGTON SERIES

TWENTIETH CENTURY UNIT TYPE CABINETS WITH STEEL RUNS AND "NEW DEPARTURE" CASES



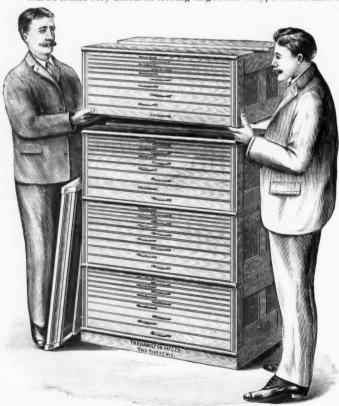
A Single Unit, Style A, with Top and Base. Occupies floor space $34\frac{1}{2} \times 20\frac{1}{2}$; height with top and base as shown, $18\frac{1}{2}$ inches.

THE Cabinets shown on this and the following page represent a great stride in cabinet construction in more than one direction. Heretofore the unit system has not been applied to type cabinets. Its adaptability will at once become apparent. Units can be added to the equipment of an office from time to time as the stock of type increases, and there will never be many cases not in actual use. The units can be built up in sections around windows and in other places where it is not possible to put a cabinet, and the gain in floor space through this feature will be very great. No matter how many units are built into a section or how they are arranged—the whole will always present the appearance of a complete cabinet. Each unit has a total height of 1238 inches. The base and top each add 3 inches to the height.

The great and distinct feature in these cabinets, however, is the

VARIOUS DEPTHS of CASES

This is a radical departure from the old construction, and is an entirely new idea as applied to type cabinets. The plan originated with Mr. L. A. Burton, of Gladbrook, Iowa, and a cabinet was constructed for him with cases in series of ten, the intention being to accommodate series of type of various sizes, putting the small 6 and 8 point fonts in the shallow cases and so on through the series. The last case in the bottom of each unit is of an extra depth and will be found very useful in storing large sizes of type which have here-



Adding a Unit. No Nails or Screws Required. They Interlock.



Three Units with Top and Base. Height, 43 inches.

tofore been somewhat cramped in the ordinary case. There are five different depths, the shallowest having an outside depth of one-half inch. The division slats in this case are about five-sixteenths of an inch in depth, which is ample for most 6, 8 and 10 point fonts which barely cover the bottom of the case. Every printer knows how difficult it is to "fish" for small type when lying on the bottom of deep compartments. For this reason printers will hail with delight this new feature. It will prove a saving on the nerves and patience of the compositor as well as a pecuniary saving to the proprietor in time and the wear and tear on type, small sizes of which are often broken or damaged in the "fishing" process. With the great advantages outlined above, these Twentieth Century Cabinets should enter into the equipment of every up-to-date modern printing-office. See following page

TWENTIETH CENTURY UNIT TYPE CABINETS

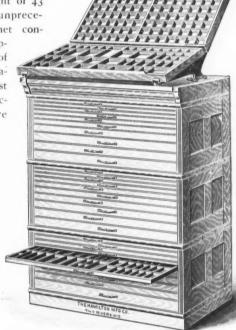
We wish to call particular attention to the Style B Cap Piece. It is 3 inches in depth, the same as the Style A Cap, but in the Style B the

space inside the cap is utilized by a blank drawer 30 inches long and 18 inches wide and 2 inches deep inside measure. The projecting mould in front forms the front of the drawer. This drawer is filled with small wooden sort boxes 3x3 inches

-six rows in depth and ten rows in width-a total of sixty boxes. They have a depth inside of 134 inches. These sort boxes are removable and any sort unit can be taken from the drawer and carried to the stone or type case. The arrangement of these sort boxes can be changed from time to time to suit the requirements. A cabinet made up of three Style A units and with the Style B cap piece gives

thirty type cases and a practical sort cabinet in a height of 43 inches-something unprecedented in type cabinet con-

> struction. It represents a gain of 39% in case capacity over the best steel run construction heretofore made.



Three Units with Top and Base and one pair Style B Brackets and one pair news cases on top.

Three Units with Top and Base. Arranged like the window cabinet. Two pairs of New York brackets and two pairs news cases on top.

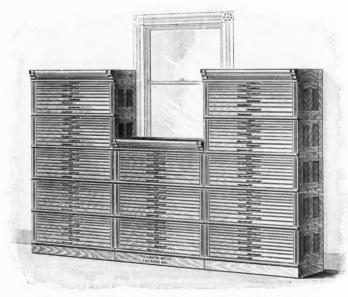
UNIT TYPE CABINETS

TWENTIETH CENTURY

The Hamilton Mfg. Co.

Main Office and Factory, TWO RIVERS, WIS.

MIDDLETOWN, N. Y.



Thirteen Style A Units. Occupies floor space $103\frac{1}{2}$ x $20\frac{1}{2}$ inches. 130 cases. The highest case 64 inches from the floor.

Price List of Unit Type Cabinets

With full size California job cases	
Unit A, 10 cases of various depths \$	17.50
" B, 8 cases, 7 of regular depth	15.00
	13.00
" D, 8 indexed electrotype cases	16.00
Cap Piece, Style A, plain	3.00
" B, drawer and 60 sort boxes	7.50
Base Piece	1.50

In ordering care should be taken to specify Cap and Base Pieces as they are not included with order for Units unless specially mentioned. The Style A Unit has to cases of five different depths. The three top cases have an outside depth of \(\frac{5}{2} \) inch, the next two. \(\frac{3}{2} \) inch; the next two. \(\frac{1}{2} \) inch, which is our regular case, and the bottom case has an outside depth of \(\frac{1}{2} \) inches. This case is very convenient for large poster fonts.

The Style B Unit has 8 cases, 7 of which are of the standard depth as put in all of our regular cabinets. The top case is shallower and has an outside depth of 1 inch.

Move prices are subject to usual discounts.

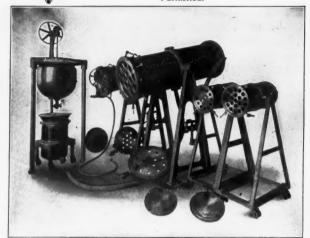
Above prices are subject to usual discounts.

For Sale by ALL DEALERS

Full Equipments of the Latest and Most Improved

ROLLER-MAKING MACHINERY

Furnished.



Estimates for Large or Small Outfits.

JAMES ROWE, 76 W. Jackson St., Chicago.

PRINTING MACHINERY CO., Ltd., European Agents, 15 Tudor St., London, E. C., Eng.

Cramer Plates

are now better than ever. Unsurpassed in quality and ease of manipulation. Made in all grades and brands. Full descriptive catalogue sent to any address upon application.

G. CRAMER DRY PLATE CO., St. Louis, Mo.

New York Office — 32 East Tenth Street.

PACIFIC COAST OFFICE—Academy of Science Bldg., San Francisco, Cal.

<u>Use</u> Mallinckrodt's Sodium Sulphite Anhydrous

Babsolutely pure for photographic purposes B

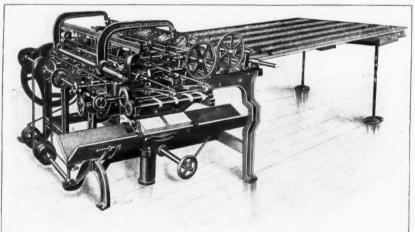
James White & Co.

PAPER DEALERS -

COVER
And BOOK
PAPERS

210 Monroe Street, CHICAGO

PAPER FOLDING MACHINES



DROP-ROLLER DOUBLE-SIXTEEN FOLDING MACHINE.

FOR FINE BOOK PAMPHLET AND PERIODICAL WORK.::::::

COMBINED FEEDING, FOLDING AND WIRE-STITCHING MACHINERY

CHAMBERS BROTHERS COMPANY

FIFTY-SECOND STREET, BELOW LANCASTER AVENUE, PHILADELPHIA, PA., U. S. A.



COLORS-SIGMUND ULLMAN COMPANY, NEW YORK.

PAPER - DILL & COLLINS, PHILADELPHIA.

ELECTROTYPES-F. A. RINGLER COMPANY, NEW YORK. PRESSWORK-SEVERY AUTOMATIC TYMPAN.

Sigmund Ullman Company

Manufacturers of

Superior Printing Inks

is intended to show what can be done to derive the fullest value from INKS, PAPER and PRESSWORK by the use of advanced methods of economy by which the printer can increase both his earnings and his patronage. :: :: ::

THE INKS

GOLD and ALUMINUM INKS, demonstrating our progress in the production of Metallic Inks which for covering capacity, brilliancy and ready drying have not been heretofore equalled. GOLDEN SCARLET, a strong and beautiful red. CRESCENT GREEN, a new shade of green. PLUTONIC BLACK, a dense black, correct in every particular of its working quality and which we produce at a moderate price.

THE PAPER

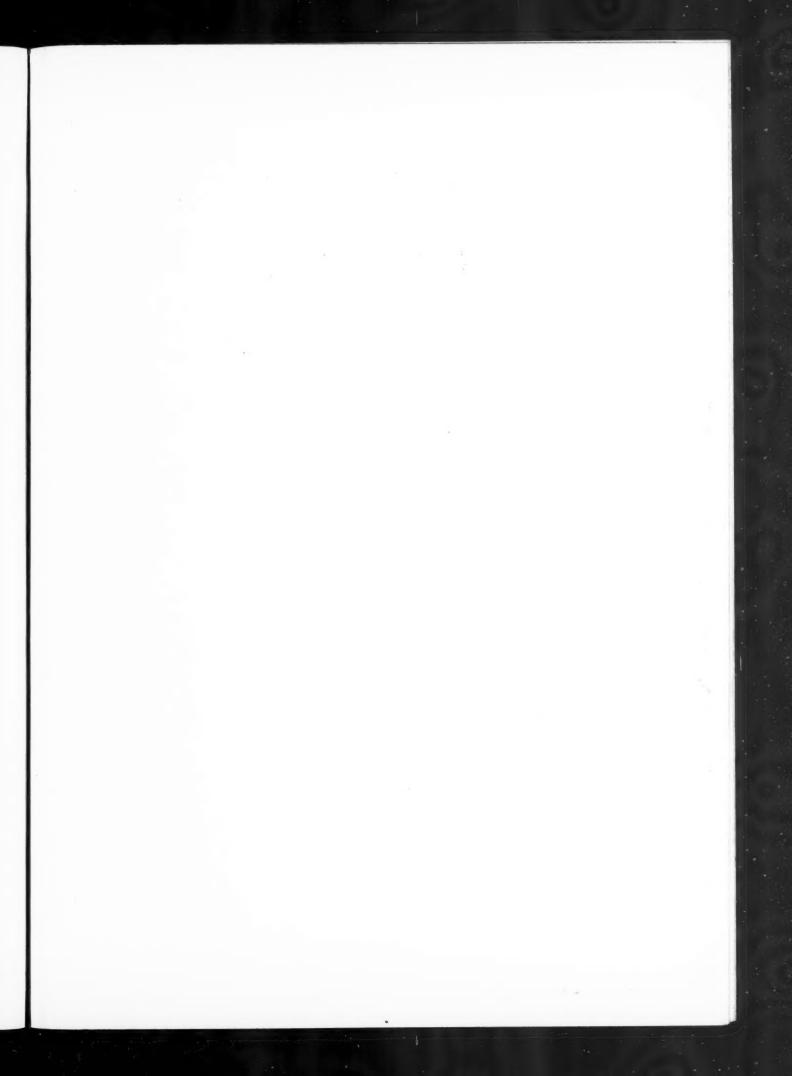
The PAPER used for this insert is finest and most expensive paper of its class, made by Dill & Collins, of Philadelphia. While the papers made by this well-known firm cost slightly more than ordinary grades, the difference is more than compensated by the saving in ink, time on the press and the greater satisfaction to customers due to the beautiful results obtained. The ink-maker is often held responsible for bad results caused entirely by poor paper. Fine detail in the best class of plates is entirely lost unless a paper is used suited to the requirements of the work.

THE PRESSWORK

The PRESSWORK was done over the SEVERY PROCESS, which is an AUTOMATIC TYMPAN that saves make-ready, lengthens the life of types and plates and reduces the wear and tear on the printing press.

Some of the leading magazines are now being printed over this process and wherever used the "CUT-OVERLAY" for illustrations is dispensed with, while the time for make-ready is reduced at least fifty per cent. For laying SOLIDS, like those of this insert, it is ideal. This process can be seen at the exhibition pressrooms of the Severy Process Company, Nos. 9-15 Murray Street, New York City, where three large cylinder and three job presses are running at all times on regular commercial work. This exhibition is for printers and all are welcome to investigate the qualities of the SEVERY TYMPAN.

(See other side.)





MAY BLOSSOM



THE LEADING TRADE JOURNAL OF THE WORLD IN THE PRINTING AND ALLIED INDUSTRIES.

Vol. XXVII. No. 2.

CHICAGO, MAY, 1901.

TERMS (\$2.50 per year, in advance. Foreign, \$1.20 per year extra.

SOME HISTORY OF TASTE IN TYPOGRAPHY.

BY THEO, L. DE VINNE.



the World's Fair held at London, in 1850, one of the most notable exhibits of printing was that of Charles Derriey, of Paris, who was a typefounder and an amateur printer of high merit. His skill as a typefounder was shown more in the

making of ornaments than of letters, and the deccration there exhibited was presented with a beauty of presswork, a delicacy of color, and a skill in combination that had never been seen before. His work was much admired by printers from every country, and he received on his return to Paris the decoration of the Legion of Honor, for he had worthily maintained the reputation that France has always had for skill in typography, from Garamond to Firmin-Didot. Some time after he produced his grand "Specimen Album," which enabled those who had not gone to the exhibition to see the nature of his work, which was a surprise and a bewilderment to those who had looked upon typography as the rudest of the graphic arts. The skill and patience he gave to the making of this book now seems almost incredible. To get the perfection he desired he had to invent new attachments to the hand press, new machines for mitering rules and borders, new methods of mixing inks, and niceties of many other kinds. Nothing like his care had ever been exercised before. Lithographers looked upon Derriey's productions as a worthy rival to their best work, for he really surpassed them in accuracy of register, delicacy of tint and uniformity of impression.

This was the beginning of the revival of feminine typography, for, admitting all its manifold merits, the style was essentially feminine. Derriey made and used imitations of copperplate flourishes, profusely ornamented letters and florid decoration that compelled his lettering to hide itself in relative obscurity. Beautiful as his work was it was not typography proper, for printing, as he practiced it, was not the expression to be had from letters, but from decoration. The printer was more intent on showing his skill than on showing the

thoughts of the author. The cart was put before the horse — the broad frame dwarfed the picture.

Attempts had been made before in all printing countries to enlarge the field of printing in this direction, but these efforts were fruitless, for printing had to be done then on the old hand press, which, as then made, could not give the accurate register which was the first condition of good colorwork. John Gutenberg or Peter Schoeffer began the experiment in the "Psalter of 1457," but the imperfect color of the prints had to be touched up with the brush of the painter. Ugo di Carpi had tried to make pictures in monochrome by overlapping tints of the same or similar color, but he did not succeed. John Baptist Jackson, in the eighteenth, and William Savage, in the nineteenth century, spent a deal of time and money in trying to make pictures in colors that failed to get the approval that was hoped for. G. Baxter, of London (about 1834), was the only experimenter who succeeded in making entirely acceptable prints in color by combining the different processes of copperplate, lithography and engraving on wood, but they cost too much. The world had to wait for better paper and presses, as well as for the then unknown art of photoengraving on metal. It was not until S. P. Ruggles, of Boston, and George P. Gordon, of New York, had invented different forms of treadle presses that fine colorwork could be successfully and economically done. When it was demonstrated that accurate register could be had on treadle presses without the use of points, printers everywhere amused themselves with color printing as children now do with new toys or puzzles. Ornamental type and decorative treatment were in highest fashion and were freely used in 1860, but, generally speaking, with unsatisfactory results. Printed work was made horribly expensive by the use of types in two colors, ground tints, flourishes, curved lines and eccentric arrangements. The good models that had been left to us by earlier printers were set aside as oldfashioned, and every young compositor did his best, not to make readable print, but to invent complex and difficult composition. The technical workmanship of

the American printer in his ornamental work was generally excellent, but the taste for the most part was exceedingly bad.

Derriey's work found students and admirers in Germany as well as in America, but Germans did not merely imitate; they really improved the florid style of their teacher. Their combinations of type and ornaments were largely based on the best classic and architectural models, and in the feature of perfect mechanical execution left nothing to be desired. German jobwork of the last quarter of the last century is easily distinguishable from that of all other nationalities by the severity of its style and its general good taste.

werbe Vereins, 1900"—a quarto 10 by 12¼ inches, in portfolio form, containing more than two hundred exhibits of the workmanship of their best printers, with some contributions from Norway, Sweden, Denmark, Hungary, Poland and Russia. A few of these exhibits are photogravures, engravings on steel or copper, or by lithography, but most of them and the best have been done by typographic process. Never before has the flexibility and comprehensiveness of relief printing been demonstrated with greater success. In some specimens script types appear with the sharpness of copperplate lines, and in others photoengravings in many colors show a delicacy of tint, a vaporousness of



THE MARGRAVE OAKS, HARRIMAN, TENNESSEE.

Photo by Anna, B. Comstock.

A carping criticism might take exception to its overelaboration. The brass rules that enclosed pages were admirably mitered, borders were carefully selected for appropriateness in color and in design; every petty detail showed care and thoughtfulness. It is the fashion now to condemn these exhibits of thorough workmanship as too mechanical and devoid of the spontaneity of artistic impulse; but if they are faults they are those of the great masters of painting, architecture and literature, who unite in the belief that good art must be based on good workmanship.

After fifty years of practice in decorative printing we have the results achieved in Germany before us in the book "Muster Austauch des deutschen Buchgevignetting, and a receding in perspective that must extort admiration from lithographers who have too confidently believed that these effects could be had from stone only. Some of the figure-pieces, and especially the landscapes, are marvels of rich and mellow coloring. When one considers that these admirable pieces of printing come, not from a dozen, but from nearly two hundred distinct printing-houses, the conclusion must be reached that the diffusion of technical and artistic skill is widespread in Germany. It is evident that German printers are fully abreast of the times and that they are making good use of all the new inventions and improvements.

Yet commendation has to be qualified. German

presswork is done as good as ever, perhaps better than ever, but the old good taste in composition is not so common as it was twenty-five years ago. There are exhibits that show they come from carefully thought out plates by their effects in symmetry and balanced proportion, but there are others that repel the reader by their needless coarseness and evident contempt for all the laws that have governed the display of type. Strange enough it is to see beautiful color, accurate register and exquisite presswork in horrible combinations of uncouth letters and decoration. German printers have been following new fashions too servilely.

The mischievous examples of glaring color produced by the impressionalist school of painting; the crude mediæval types devised by William Morris, of London, and his incapable imitators; and the slovenly types, and still more slovenly methods of composing them, that began in America, have had a really degrading effect on German typography. Old-fashioned ornamental types were bad, but the letters of modern artists are worse. The old ornamental types may not have been worth the care and skill that had been put on them, but that care and skill did compel a hearty respect for the designer. The letters and borders of our "new art" quite as clearly show evidences of haste and negligence. Decoration to which the great masters of design gave days of thought and tentative sketching is now done in the slap-dash style in a few hours, and is shamelessly offered to the publisher as an exhibit deserving high praise because it has not been niggled and is the outcome of "spontaneous artistic impulse."

The example set by some modern designers has been eagerly accepted by the rushing printer. Display work must be done in haste. The beauty of typography, from their point of view, is not to depend on corresponding beauty in well-selected type, or in the harmony and symmetry of combined and well-balanced lines, but in its eccentricity and originality. Every startling or unusual method of expression is tolerated. In the title-page of a book this title may be close jammed without leads, at the head of a page otherwise entirely blank, and the words may be separated by fiveto-em spaces only, until they are almost unreadable. It is not necessary to produce a regular outline at the right of a page by the use of different spaces. Gutenberg's lines were uneven in length. Why not do so now? Why should we divide words on syllables or make use of the hyphen? Why use leads anywhere? Many early printers used six-to-em spaces in all lines, and we may imitate. Roman types of faultless form have been used too long, for they are "mechanical and inartistic." Why not modify them with the careless drawing of the schoolboy, so that they shall be unconventional? Let us jumble together capitals, lower-case and italic in the same line, interspersed with needless and unmeaning decoration. So treated the composition will make the reader stare.

Is this the object of printing? There are readers who will never give up the belief that printing is the

architecture of words, and that it should be controlled by rules of symmetry and proportion that govern all kinds of construction, and that never will go out of fashion. We have no sumptuary laws. One may build a house with windows of all sizes and shapes at different angles and out of alignment. He may paint it black or scarlet, sky blue or glaring yellow. There is no law against it. He may wear a red coat, bright green trousers and a lilac waistcoat; he may copy the dress of an Arab or a 'longshoreman - he will be sure of attracting attention; but if he goes in this dress to a ceremonious occasion some one may take him by the ear and put him in the outer darkness. The time will surely come when these clownish tricks with type will meet with similar avoidance. The advertiser who uses a harlequin typographic dress to attract notice will discover sooner or later that he drives away more buyers than he draws to him.

Written for THE INLAND PRINTER.

ESTABLISHING A NEWSPAPER.

BY O. F. BYXBEE.

NO. XX.-THE ADVERTISING RATE CARD.

N fixing rates for advertising, the publisher of a new paper has a distinct advantage over the man who is working along under the more or less general style of haphazard quotations, and he will make a grave mistake if he does not grasp the opportunity and carefully fix a rate from which there will be absolutely no deviation. If he does not believe in the flat rate per inch, which is here advocated, let him adopt a graduated rate which he can adhere to, and treat all customers alike. A few years ago the rate card of a paper was never considered reliable, as the prices named were invariably much higher than the publisher ever hoped to receive, and this custom still prevails to a large extent, many men feeling that they are compelled to keep it up because their competitors are doing the same. This is a great mistake and one which the publisher should rectify, regardless of competitors. The new man should start right, have a reasonable rate, and stick to it.

The most equitable card is one based on the number of inches in a contract. This can be applied to the man who prefers to use a fixed space every issue, or two or three times a week, and also to the one who wishes to contract for a certain number of inches to use as he desires. Newspaper men are beginning to see the short-sightedness of the policy which charges extra for every other day, the use of a larger space than contracted for, frequent changes of copy, and many other things that are an advantage to the advertiser, and are abolishing the custom. Advertisers should be encouraged to change their ads. frequently, as it will aid their sales, thus encouraging continued and increased advertising.

Below will be found three different rate cards, based on circulations of 2,000, 5,000 and 10,000. The prices quoted are intended to be absolutely fixed and are as low as a progressive paper, paying proper attention to news features, can afford to accept. Below each card is several periods usually contracted for would cost as given a table showing just what a fixed space for certain periods will cost, and will be found valuable for reference, although the first form should be used for general distribution, and the price per inch should

shown in Table No. I.

As the circulation of a paper increases, its value increases, and it should be able to secure better prices for its advertising space. When it is circulating 5,000

		ı tîme.	2 times.	3 times.	ı wk.	2 wks.	I mo.	2 mos.	3 mos.	6 mos.	ı yr.
i 1	nch	\$.20	\$.40	\$.60	\$ 1,20	\$ 2.40	\$ 5.20	\$ 10.40	*\$15.00	\$ 23.40	\$ 46.80
2 i	nches	.40	.80	1.20	2,40	4.80	10.40	15.60	23.40	46.80	74.88
1	16	.80	1.60	2.40	4.80	9.60	15.60	31,20	46.So	74.88	124.80
)	66	1.20	2.40	3.60	7.20	14.40	23.40	46.80	*60,00	*100,00	187.20
3		1,60	3.20	4.80	9.60	15.00	31.20	*60,00	74.88	124.80	*240,00
)		2,00	4.00	6.00	12.00	18.00	39.00	62.40	93.60	156.00	249,60
1/2	66	4.30	8.60	12.90	19.35	38.70	67.08	111.80	167.70	286.32	402.48

TABLE NO. II.

		r time.	2 times.	3 times.	ı wk.	2 wks.	I mo.	2 mos.	3 mos.	6 mos.	ı yr.
1	inch	\$.25	\$.50	\$.75	\$ 1.50	\$ 3.00	\$ 6.50	\$ 13.00	\$ 19.50	\$ 31.20	\$ 62,40
2	inches	.50	1.00	1.50	3.00	6.00	13.00	20.80	31,20	62,40	93.60
1		1.00	2,00	3.00	6.00	12.00	20.80	41.60	62.40	93.60	149.76
)	46	1.50	3.00	4.50	9.00	18.00	31.20	62.40	*75.00	*120.00	224.64
3	4.6	2,00	4.00	6,00	12.00	*20.00	41.60	*75.00	93.60	149.76	299.52
)	***	2.50	5.00	7.50	15.00	24.00	52.00	78.00	117.00	187.20	343.20
1/2	66	5.38	10.75	16.13	25.80	51.60	83.85	134.16	201.24	368.94	670.80

TABLE NO. III.

		I time.	2 times.	3 times.	ı wk.	2 wks.	ı mo.	2 mos.	3 mos.	6 mos.	ıyr.
1	inch	\$.30	\$.60	\$.90	\$ 1.80	\$ 3.60	\$ 7.80	\$ 15.60	\$ 23.40	\$ 39.00	\$ 78,00
2	inches	.60	1.20	1.80	3.60	7.20	15.60	26.00	39.00	78.00	124.80
4		1.20	2.40	3.60	7.20	14.40	26.00	52.00	78.00	124.80	199.68
6	**	1.80	3.60	5.40	10.80	21.60	39.00	78.00	*100.00	*160.00	299.52
8		2.40	4.80	7.20	14.40	*25.00	52.00	*100,00	124.80	199.68	399.36
0	66	3.00	6.00	9.00	18.00	30.00	65.00	104.00	156.00	249.60	483.60
I 1/2	4	6.45	12.90	19.35	35.25	64.50	111.80	178.88	268.32	519.87	1,006.20

TABLE NO IV.

		I time.	2 times.	3 times.	ı wk.	2 wks.	ı mo.	2 mos.	3 mos.	6 mos.	ı yr.
ı i	inch	1	2	3	6	12	26	52	78	156	312
2	inches	2	4	6	12	24	52	104	156	312	624
4	**	4	8	12	24	48	104	208	312	624	1,248
5	66	6	12	18	36	72	156	312	468	936	1,872
8	66	8	16	24	48	96	208	416	624	1,248	2,496
0		10	20	30	60	120	260	520	780	1,560	3,120
1 1/2	66	211/2	43	64 1/2	129	258	559	1,118	1,677	3,354	6,708

always be mentioned when quoting figures. A paper with a circulation of 2,000 should be able to secure from 6 to 20 cents per inch, according to the number of inches used. The rate card would read like this:

Less	than 10	00 in	ches.							٠	.20	
100	inches	and	less	than	500	inches					.15	
500			66		1,000	66	٠				.12	
1,000			66		3,000	66					.10	
3,000	44	66	66	66	6,000	46					.08	
6,000	66	66	over								06	

At these prices the various fixed spaces for the

copies daily it could consistently charge the following prices:

Less	than Ic	00 in	ches.								.25
100	inches	and	less	than	500	inches					.20
500	66	66	66	66	1,000	66					.15
1,000	66	64	66	66	3,000	66					.12
3,000	66	66	66	<4	6,000	66					II.
6,000	66	66	over								.IO

Figured at these prices per inch, the various spaces would cost as shown in Table No. II.

Here is one more card, suitable for a paper with a circulation of 10,000, beyond which but few small-city dailies succeed in going:

Less	than 10	o in	ches.						,		.30
	inches										
500	66	66	66	66	1,000	66					.20
1,000	46	66	66	46	3,000	66					.16
3,000	66	- 66	66	66	6,000	66					.151/2
6,000	66	66	over								.15

^{*} Where the number of inches in a contract approaches near enough to a figure that allows a reduction in the price per inch as to make the charge greater than if this higher number were used, the price for the higher number is quoted. Example: In the first table, six inches six months equals 936 inches, which, at 12 cents an inch, would cost \$112.32. while a contract for 1,000 inches would entitle the customer to a rate of 10 cents an inch, or \$100 for 1,000 inches. Consequently \$100 is quoted for the 936 inches. This is a condition that no system of "flat rate" figuring can overcome

These prices would give the result shown in Table No. III.

The prices quoted on these three cards are all for run of paper. For a guaranteed position, siding on reading, or for top of column without reading at the side, ten per cent should be added; for "full position," either top of column next to reading, or first following and siding on reading, twenty per cent.

Table No. IV will be found of value in estimating the number of inches in any contract, the figures showing the number of inches of space any advertisement will consume when run in fixed space for a given time.

Conditions vary widely, so that it is impossible to fix a rate for a given circulation that will apply in every individual case, but the rates quoted above should be obtained with little difficulty in any fairly prosperous business community. Before adopting a rate, however, the cost of production should be gone into carefully, and the lowest price per inch should equal the cost of producing an inch of advertising space. The paper that is already established can more easily ascertain this. Take the average monthly receipts and find what proportion of this comes from advertising; charge against advertising this proportion of the average monthly expense of the entire office; divide this amount by the number of inches of advertising published during the month, and you have the cost per inch. I do not believe a single line of advertising should be taken below this price, as some do, relying upon advertising that is paying a higher rate to make up the deficiency. Whatever is obtained above the cost of production is legitimate profit, and should in no case be given to another advertiser.

Some advertising agents, from selfish motives probably, advocate a fixed price per inch, whether it be for one inch or one thousand inches, or for one insertion or for a year, and a very few publishers have adopted such a rate, but it is not feasible for a newspaper. The proprietor of a department store who wishes to use two columns a day, or over twelve thousand inches a year, will never be convinced that he is not entitled to a lower rate than the man who runs a 2-inch ad., using about six hundred inches a year; and can you blame him? Advertising space at wholesale should sell at a lower figure than at retail, but it should never be reduced below cost.

Reading notices should not be accepted unless run with some distinguishing mark—it does not pay to deceive your readers. The price for these would be from 5 to 15 cents per line, according to circulation. For a paper with 10,000 circulation, charging 15 cents, a reduction could be made to $12\frac{1}{2}$ cents where five hundred lines are contracted for, and to 10 cents for one thousand lines.

In closing this chapter on advertising rates, let me reiterate the warning: After carefully fixing the rate, never deviate from it one cent. This is a great factor in the success of a newspaper.

(To be continued.)

Written for THE INLAND PRINTER.

THE MACHINIST AND THE OPERATOR.

BY AN OPERATOR-MACHINIST.

NO. VII.-THE CAMS AND THEIR ACTION,

"TO gain a complete knowledge of the mechanism of the Linotype," said the Machinist one day, "it is first necessary that you should understand the functions of the cams which control the movements of the machine and upon which its operations are dependent. The assembling and distributing mechanisms alone are independent of the main cams, they being driven by a belt connected directly to the machine driving pulley. The cams, however, are the 'brains' of the machine, and we will first take up the study of them.

"Starting from the large cam outside the frame of the machine, we will call this cam No. 1. It is the first

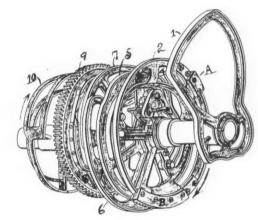


Fig. 10.

elevator cam, which lowers the matrix line to the casting position, aligns it, elevates it to the point of transference, and then returns the elevator to its first position. The small roller resting on the surface of this cam is connected with the first elevator lever, which reaches through the circular base of the machine, and is attached to the bottom of the first elevator by a short link.

"Cam No. 2, just inside the machine frame, is the mold-turning cam. The toothed plates attached to it impart motion to a short shaft carrying a beveled gear, which in turn is geared to the mold-turning shaft that carries the pinion which turns the mold. Plate A is first to engage the beveled gear, which turns the mold one-fourth of a revolution, bringing it into casting position. B next engages the gear and turns the mold the remaining three-fourths of the revolution, past the base-trimming knife, to point of ejectment. Steadiness and precision in the sudden stopping of the mold disk is secured by a square block attached to the bevel-gear pinion, which block slides over the inner surface of this cam.

"Cam 3 is attached to Cam 2 and is the distributor shifter cam, which, at each revolution of the cams, engages a projection attached to the distributor shifter

and shifts the line of matrices from the second elevator into the distributor box.

"Cam 4 is the second justification cam. The justification lever, directly under this cam, carries a roller which rides on the surface of the cam. This lever, which is forked at its front end, also operates the vise-closing screw.

"Cam 5 is the first justification cam, which, like the second justification cam, operates its lever to justify the line of matrices.

"Cam 9 is the driving gear and mold cam. The gear meshes with a pinion on a shaft directly underneath, driven by the driving pulley of the machine. The left-hand side of this gear wheel is channeled out to form a cam in which a roller operates to advance the mold disk and lock it up against the assembled line of matrices and, after the line is cast, to withdraw the mold, again advancing it before ejectment of the slug and withdrawing it after slug is ejected. This gear wheel also carries on its right-hand side near the



ROCKY BROAD RIVER, HICKORY NUT GAP, NORTH CAROLINA.

Photo by A. H. McQuilkin.

"Cam 6 is the second elevator cam. The roller resting on its surface follows its contour and lowers the second elevator to receive the matrix line, raising it then to the distributor.

"Cam 7 is the pump cam, a roller on the pump lever following its surface and operating the pump to cast the line.

"Cam 8 is the pot cam, its function being to lock the pot firmly against the mold disk before the line is cast. A roller carried by the pot lever is the medium through which this pressure is exerted at the proper point. periphery, a small lug, called the pot-retracting cam, because it retracts the pot after the line has been cast. Another block on the left-hand side of the same gear wheel engages the pawl on the ejector lever and carries it forward, ejecting the line from the mold.

"Cam 10 is the most interesting cam of all. It is the line delivery and elevator transfer cam, acting also to retract the ejector lever after slug is ejected from mold. This cam carries the automatic safety and stopping pawls and controls the movements of the line delivery carriage and the transferring of the matrix line from the first to the second elevator and the shifting of the spacebands into the spaceband box. It really consists of two cams in one, the larger or outer cam controlling the return of the line delivery carriage and the smaller or inner one causing the movements of the line transfer mechanism.

"If you will look between this cam and the machine frame just in front of the cam-shaft bearing, you will see two small rollers mounted on short arms or levers. The one farthest to the front connects by shaft and lever with the line delivery carriage. You notice this roller stands about three inches away from the larger cam. When a line of matrices is elevated, a latch is released by the assembling elevator, the line being carried to the left by one of those heavy coil springs you see in the hollow frame of the machine. As the line moves to the left toward the first elevator, the cam roller approaches its cam until, when the line of matrices is fairly within the elevator jaws, the roller strikes against the stopping pawl carried by this cam. The stopping pawl is knocked to the right, out of engagement with the stop lever on which it rested, the friction clutch is released and the cams revolve. Now, the shape of this cam causes the roller to return to its original position, where the line delivery carriage is caught by its latch and it is held there. The cams revolve beyond this point, and the stopping pawl again coming in contact with the clutch throw-off, the machine comes to a stop.

"The second cam roller has followed the contour of the smaller cam during the revolution of the machine and has caused the matrix line to be transferred from the first to the second elevator, at the proper time."

"What is that second pawl on the larger cam for?" asked the Operator.

"That is a safety pawl and its purpose is to cause the machine to stop by striking the stop lever, just as the stopping pawl does, whenever anything occurs to prevent the second elevator coming down into position to receive the matrix line from the first elevator, or whenever the shifter mechanism is caught so as to prevent the cam roller following the surface of the cam. If the roller *does* follow the surface of the cam, you will notice that it pushes the safety pawl to the right and prevents its coming in contact with the stop lever. The second coil spring in the hollow frame holds the roller normally against the cam."

"You said something about the spacebands being shifted by this cam. How is that accomplished?" asked the Operator.

"The shifting of the spacebands is an auxiliary movement to the transferring of the matrix line. The lever which is connected with the transfer mechanism is connected also by a link to the spaceband shifter lever, so that the motion of the former in transferring the line advances the spaceband shifter, and when the transfer mechanism returns to its original position it causes the spaceband shifter to retreat also, the shifter hook carrying the spacebands with it to the spaceband box."

"How does this cam retract the ejector?" was the next question of the Operator.

"In this way," returned the Machinist; "the righthand side of the larger or outer cam is so shaped that it engages a projecting lug on the ejector lever, and carries the latter with it as it revolves, withdrawing it



Photo by R. Henry Scadin.

UP STREAM FROM BRIDGE, "THE NARROWS," SAPPHIRE, NORTH CAROLINA.

from the mold. This cam also unlocks the safety hook which holds the second elevator in an elevated position."

"Is there any danger of the cams slipping out of their position and causing a smash-up?" asked the Operator.

"No; no danger of that," George replied, "though I've known the last cam, No. 10, to become loose and slip to the right. All the other cams inside the machine frame are bolted together and can not slip, while all the cams are keyed so it is impossible for them to change their position except sidewise. The slipping of the cam No. 10 would be evident by the failure of the line delivery carriage and spaceband transfer to return far enough to act properly. It's easy enough to slip the cam back, should this occur, and make it fast by the set screw."

(To be continued.)



From painting by V. Corcos.

SPRING.



A. H. McQuilkin, Editor. C. F. WHITMARSH, ASSOCIATE EDITOR.

Published monthly by

THE INLAND PRINTER COMPANY.

212-214 MONROE STREET, CHICAGO, U. S. A.

HENRY O. SHEPARD, President. A. W. RATHBUN, Treasurer. C. F. WHITMARSH, Secretary. J. G. Simpson, Advertising Manager.

Address all Communications to The Inland Printer Company.

New York Office: Morton building, 110 to 116 Nassau street. R. B. Simpson, Eastern Agent.

Vol. XXVII.

MAY, 1901.

No. 2.

The Inland Printer is issued promptly on the first of each month, and will spare no endeavor to furnish valuable news and information to those interested professionally or incidentally in printing, engraving, electrotyping, stereotyping, bookbinding, and in the paper and stationery trades. Persons connected with any of these lines will confer a favor by sending news from their section of the country pertaining to the above trades, particularly individual theories and experiences of practical value.

Subscribers and others having questions they desire answered by letter or through The Inland Printer should place such queries on separate sheets of paper, and not include them in business letters intended for the subscription department. If so written they can be sent with business letters, but it is better to forward them under separate cover, marking plainly on outside of envelope the name of department under which answer is expected. Read paragraph at the beginning of each department head for particulars. Letters asking reply by mail should be accompanied by stamp. The large amount of correspondence reaching this office makes compliance with these requests absolutely necessary.

SUBSCRIPTION RATES.

One year, \$2.50; six months, \$1.25, payable always in advance. Sample copies, 25 cents: none free.

Subscriptions may be sent by express, draft, money order or registered

Subscriptions may be sent by express, draft, money order or registered letter. WE CAN NOT USE CHECKS ON LOCAL BANKS UNLESS EXCHANGE IS ADDED; send draft on New York or Chicago. Make all remittances free of exchange, and payable to The Inland Printer Company. Currency forwarded in unregistered letters will be at sender's risk. Postage stamps are not desirable, but if necessary to remit them, one-cent stamps are preferred.

Forelan Subscriptions.—To countries within the postal union, postage prepaid, three dollars and seventy cents, or fifteen shillings four pence, per annum, in advance. Make foreign money orders payable to Henry O. Shepard. No foreign postage stamps accepted, and no attention will be paid to postal-card requests for free samples.

ADVERTISING RATES

Furnished on application. The value of Thie Inland Printer as an advertising medium is unquestioned. The character of the advertisements now in its columns, and the number of them, tell the whole story. Circulation considered, it is the cheapest trade journal in the United States to advertise in. Advertisements, to insure insertion in the issue of any month, should reach this office not later than the twentieth of the month preceding. month, she preceding.

In order to protect the interests of purchasers, advertisers of novelties, advertising devices, and all cash-with-order goods, are required to satisfy the management of this journal of their intention to honestly fulfil the offers in their advertisements, and to that end samples of the thing or things advertised must accompany the application for advertising space.

The Inland Printer reserves the right to reject any advertisement for cause

THE INLAND PRINTER may be obtained at retail from, and subscriptions will be received by, all news-dealers and typefounders throughout the United States and Canada.

Patrons will confer a favor by sending us the names of responsible news-dealers who do not keep it on sale.

FOREIGN AGENTS.

M. P. McCoy, Phenix Works, Phenix place, Mount Pleasant, London, W. C., England.
W. C. Horne & Sons (Limited), 5 Torrens street, City Road, London, E. C., England.

E. C., England.

John Haddon & Co., Bouverie House, Salisbury Square, Flect street,
London, E. C., England.

RATTHBY, LAWRENCE & Co. (Limited), Queen street, Leicester, England,
and I Imperial buildings, Ludgate Circus, London, E. C., England.

Pengose & Co., 8a Upper Baker street, Lloyd Square, London, W. C.,
England.

Penrose & Co., 8a Upper Baker street, Lloyd Square, London, W. C., England.
E. Girod & Co., 70 Foro Bonaparto, Milan, Italy.
Alex. Cowan & Soos (Limited), General Agents, Melbourne, Sydney and Adelaide, Australia, and Dunedin, New Zealand.
F. T. Wimble & Co., 87 Clarence street, Sydney, N. S. W. Herbert Baillie & Co., 30 Cuba street, Wellington, New Zealand.
G. Heddler, Grimmaischer Steinweg 3, Leipsic, Germany.
A. W. Penrose & Co., 44 Rue Notre Dame des Champs Paris, France. James G. Mosson, 10 Fonarny Per Nugol, Officerskaja, St. Petersburg, Russia.
John Dickinson & Co. (Limited), Capetown and Johannesburg, South Africa.

EDITORIAL NOTES.

AUSTRIAN and German manufacturers are said to be organizing insurance companies to provide indemnity to employers for losses occasioned through strikes.

THE \$400,000 fund, growing out of the £1,000 left by Benjamin Franklin one hundred years ago to be loaned during a century to mechanics at five per cent interest, will now be used to build a trade and manual school in Philadelphia to Ben Franklin's memory.

It costs a Canadian newspaper publisher a trifle over 3 cents a year to send a copy of his paper to a subscriber in Texas, Oregon, or any other part of the United States. It costs him just \$1.04 to send the same paper to a subscriber in Great Britain for the same period. An effort to secure a lower rate of postage to the mother country is being made.

THE master printers of Detroit and the Detroit Typographical Union are trying to figure out a better apprenticeship system. The employers want to be allowed more apprentices than the one-to-five-journeymen already provided for, and they also want to make it impossible for boys learning the trade to shift around from one office to another as the whim seizes them. The union is disinclined to increase the ratio of apprentices, and says the other matter can be regulated by the employers themselves.

CONSUL-GENERAL GUENTHER, stationed at Frankfort, Germany, reports to the State Department an interesting decision by the Supreme Court of Germany affecting the rights of employers and employes. A number of molders refused to work on certain models because they had come from a factory in which there was a strike. The molders so refusing were discharged and their employer brought suit against them for damages sustained by their refusal to work. The employer was given a verdict for 2,043 marks and the Supreme Court affirmed the decision.

A RECENT Swedish invention is a paper that is proof against grease or odor. One of its uses abroad is for the wrapping of butter for shipment. The greaseproof paper in use in this country for the packing of hams, bacon and similar products has not the merit of being odorproof as well, and butter is so sensitive to odors that this paper would not serve in packing it for shipment. The Swedish greaseproof paper, on the other hand, is absolutely odorproof as well, and nearly all of the vast quantities of butter shipped from Denmark to England are wrapped in it.

An English publication, the Paper Trade Review, reports that a Mr. A. M. Grantham has invented and patented a mechanism which will render printers' "dummies" out of date. The mechanism as described is evidently a device which reflects great credit on the

ingenuity of the inventor. It, however, merely indicates the thickness of any book calculated on a given number of leaves. The printer's customers are not interested only in what the thickness of a book may be, but also in its general appearance, and from this fact it can not be expected that this invention will interfere much with the old-time "dummy."

STRENUOUS efforts are being made by the Decimal Association, of England, "to bring about more efficient teaching of the metric system in the chemistry schools and to have more attention given to it by his Majesty's inspectors." "The Metric System," a paper read by Mr. Rufus P. Williams, president of the New England Association of Chemistry Teachers, at a meeting of the American Chemical Society, in June, 1900, is being widely distributed by the society in the United States, the reason attached being "that in view of the recent acquisition of territories where the metric system is in force, formerly belonging to Spain, and of the decided growth of the export trade of the United States, especially with countries using this system, it is hoped that the distribution of this paper may lead to further interest in the question among those engaged in commerce and legislation in the United States." The paper is a most convincing one, and no one interested in the establishment of the system in the United States should fail to procure a copy and peruse it. The address of the secretary of the Decimal Association, Mr. Edward Johnson, is Botolph House, Eastcheap, London, E. C.

MR. H. W. CHEROUNY ON THE NEWSPAPER PUBLISHERS' AGREEMENT.

THERE is a Chinese proverb of great antiquity which says: "The things which we least like to hear are those which it is most to our advantage to know." Under the department of "Printing Trade Economics" in this issue of The Inland Printer, Mr. H. W. Cherouny discusses the Newspaper Publishers' agreement with an incisiveness and logic that may be far from agreeable to some of our readers, but the strength of Mr. Cherouny's position can not be denied, and a careful perusal of his arguments is invited from every one interested in the adjustment of the labor troubles in the printing trades.

ADVERTISING VALUE OF TRADE PAPERS.

IN the March Inland Printer appeared a letter written by Mr. Hollis Corbin to Printers' Ink, in which The Inland Printer was held up as one of the best-paying mediums for the advertiser to reach the printing trade. Under date of March 12 Mr. Corbin again writes: "I have just noticed in the March Inland Printer the reprint of my contribution to Printers' Ink. I am glad to learn that it interested you. You may be interested in some further facts about my experience with trade papers. For two years I was one

of Mr. Charles Austin Bates' writers, and during that time I prepared hundreds of trade-paper advertisements, including a number of full pages which appeared in The Inland Printer. I was often called upon to write letters of advice to prospective tradepaper advertisers, and I was therefore obliged to study the advertising values of the organs of many of the leading trades. I never overlooked an opportunity to recommend the use of The Inland Printer, because I knew that any one having goods to sell to your class of readers would value my advice later on. On the other hand, I have often advised against trade-paper advertising, because some trades have no representative organs that can possibly pay advertisers as well as an equal investment in the right kind of circular matter. From an advertiser's standpoint I consider THE INLAND PRINTER much superior to any trade journal in the world. As an advertising specialist, I regret that each of the leading trades is not as fortunate as the printing fraternity.'

AN INVITATION FROM THE GERMAN BOOKTRADE ASSOCIATION TO THE EMPLOYING PRINT-ERS AND THE UNITED TYPOTHETAE OF AMERICA.

A MOST distinguished honor has been conferred on The Inland Printer by the German Booktrade Association, which desires it to convey to the United Typothetæ of America and to American employing printers an invitation to visit Germany and inspect the various industries connected with the trade. This invitation reads as follows:

German Booktrade Association,

Foreign office, booktrade house, main entrance.

Leipsic, February 8, 1901.

To the Editor of The Inland Printer, Chicago, Illinois,

U. S. A.:

Dear Sir,—We have heard with great pleasure through Mr. John Weber, our second director, that some members of your trade association, the Typothetæ, are inclined to visit our country, especially the city of Leipsic, in order to become acquainted with the German printing and publishing trades, as well as with our association.

The German Booktrade Association, whose aim is the furtherance of the printing and publishing industries, would deem it a very great honor if the Typothetæ would visit their new home, the German Booktrade House, and inspect the various departments of this institution—especially the honorary monument of the German book trades—the Gutenberg Hall.

Furthermore, we beg to state that our association would gladly conduct the members of the Typothetæ through the leading printing and publishing establishments, among which we name the Bibliographical Institute, Breitkopf & Haertel, Leipsic Bookbinding Company, K. T. Kohler Publishing House, Meissner & Buch and Wetzel & Naumann Lithographic Art Institutions, J. J. Weber, and others.

Should the gentlemen of the Typothetæ so desire, we would gladly accompany them to Berlin to inspect the great establishments of the German capital, and above all we would endeavor to obtain permission for the inspection of the Imperial Printing Establishment.

To this end, we beg you, if it so please you, to draw up an invitation for the members of the Typothetæ and to publish the same in The Inland Printer, asking you to let us know

as soon as possible at about what time your visit would take place, so that we could make ample preparations for your reception.

With great esteem,

The Board of Directors of the German Booktrade Association.

Dr. Ludwig Volkman, First Director.
Arthur Woerelein, Superintendent.

The communication has already been forwarded to the secretary of the National Typothetæ, and it is probable that a very large and representative delegation will accept the invitation so gracefully tendered.

All persons owning the large printing-houses in Germany hold high rank in society, and most of the leading men in Berlin and Leipsic speak English, which will be of obvious advantage to many of the visitors. The American printers will be received royally, and the value to the trade of this opportunity to inspect German methods of manufacture is of the first importance.

GERMAN PRINTING TRADES COUNCIL INTER-NATIONAL SPECIMEN EXCHANGE.

ITH the thoroughness and scientific application which has placed Germany at the forefront in the commercial and scientific world, the printers of that nation endeavor to meet all the requirements that could be expected from representatives of the all-important art of printing. The German Printing Trades Council may be said to represent in Germany what our United Typothetæ and International Typographical and Pressmen's unions represent in this country - only it has more to exhibit for its work. Not the least important branch of work undertaken by the German Printing Trades Council is the effort to collect specimens of high grade from every country in the world by means of an international specimen exchange. The Inland PRINTER has received the specimen book for 1900, the "foreword" of which gives the following interesting history of the progress of the exchange:

"For the first time, since its appearance nine years ago under the management of the German Printers' Society, appears the 'International Exchange of Graphical Specimens' under the auspices of the German Printers' Trade Council. Those men of the German Printers' Society, who since ten years stood at the head of the enterprise, thought it advisable to transfer the same to a society whose first aim is the cultivation of good taste among the German printers.

"Especially to those gentlemen we express our heartfelt thanks who, since the foundation of 'The International Exchange of Graphical Specimens,' have done their utmost to uphold the same, namely: Messrs. Johs. Baensch-Drugulin, Leipsic; Georg W. Büxenstein, Berlin, and Felix Krais, Stuttgart.

"On the other hand, the German Printers' Trade Council, which is always striving for the welfare of both employers and employes of the trade, will continue the work in the best shape and manner and to its best ability.

"The work to be done is not an easy one. At the

time of the World's Exposition at Paris, in 1900, we undertook the exchange of specimens with sixty-seven copies at hand. We did all in our power to interest the printers of the world in this scheme, but many circumstances were against us, and so the work progressed very slowly. Nevertheless there will be found among the specimens some of more than ordinary artistic value, which will teach some lesson in one way or another.

"One hundred and ninety-one specimens were promised to be sent in, but at the close of term, middle of October, only one hundred and seventy-two were sent in, which, attributed to their respective countries and years, came as follows: America, Belgium, Denmark, Germany, Finland, France, England, Italy, the Netherlands, Norway, Austria, Roumania, Russia, Sweden, Switzerland, Spain and Turkey.

"We hope that our next issue, under the influence of the artistic taste which prevails in the printing trades at present, will be more complete and more beautiful and artistic, and we hope that the printers of foreign countries will join us in our efforts to uplift the printing trade of the world."

The specimens are exceedingly interesting and it is hoped that the plan will receive a large number of subscribers in this country. It will be noted that the collection of 1900 has been issued under the auspices of the German Printing Trades' Council, which is composed both of the employers and employes. It would be refreshing to see the employing printers and the journeymen printers of this country uniting for some purpose that would be for the common good.

A FRESH-AIR COLONY FOR PRINTERS AND NEWSPAPER WORKERS.

EADING over the obituary columns of the Typographical Journal and other printingtrade magazines and newspapers, one is unpleasantly reminded of the great mortality among comparatively young men - men whose work has given promise of greater things to come. Those losses can not be estimated in these days when conscientious and efficient men are in increasing demand. That this mortality could be materially reduced by proper sanitaria is well understood, yet little if anything is attempted in that direction. The National Typothetæ and some editorial associations have from time to time advocated the establishment of a home for their members, but generally the project has been ill received, or carried out in an empirical way, as, for instance, the Editoria, at Interlachen, Florida, established on a small scale, which has lately been closed up. The International Typographical Union has its home at Colorado Springs, a magnificent monument to the printer whose hand is ever open to the cry of the distressed and to the memory of George W. Childs and Anthony J. Drexel. The Printers' Home is, however, not well designed to meet all the requirements of the working printer. The distance to Colorado Springs is very great, the altitude is so high as to be detrimental to many invalids, and the rules of the Home will not allow of an inmate having any members of his family with him, which is a severe hardship.

The Home may be said to be a financial success on the showing it makes of some thousands of dollars in the reserve, but with the support it receives from the printers it could not be otherwise.

Some plan whereby the greatest good may be given to the greatest number at the least expense is the thing most desired, where each individual, semi-invalid, or tired-out worker needing a few weeks' rest in congenial surroundings and in a favorable climate, may have the aid and comfort of members of his family and at a nominal expense.

Under present conditions, for instance, the newspaper man who is run down in health is directed by his physician to one resort or another as the case may be, without any particular rhyme or reason. The invalid takes his chance on the advice being good, and may land in most uncongenial surroundings — in a high-priced hotel or in an unsatisfactory boarding-house. He is shunted from an active life into a dead and disheartening quietude possibly, and no account taken of the evil psychological effect. This hit-or-miss style of sending an invalid to seek climate benefit is as wrong as it can possibly be. It is a waste of money and the cause of much needless suffering.

Surely so great an interest as the printing trades and the newspaper publishers can devise means for the purchase and endowment of the necessary lands and buildings for a fresh-air colony, which can be made attractive enough for the well-to-do, as well as economical enough for the man of small means to obtain the advantages of climate with companionship and surroundings calculated to meet all the requirements of those merely requiring rest or of those who are suffering from illness.

The most experienced in these matters recommend that the ideal plan is the building of a small receiving hotel, a small hospital and a number of cottages. Suitable buildings may be erected of substantial and comfortable design at a comparatively low price. The cottage plan offers the advantages of permitting the extension of the colony as the demand increases and of the curtailment of expense when the buildings are untenanted.

In western North Carolina, a region which offers the best climatic advantages, there are lands that may be procured on most advantageous terms. The altitude is moderate and the scenery and climate delightful. Within a day's journey of nearly all the large publishing centers, and midway between New York and Chicago, the region is a most favorable one for a colony of the character indicated.

In a colony of printers and newspaper workers, the visitor would fall into companionship with men having a community of interest. He could have his own cottage and be independent, or repair to the hotel table d'hôte, as suited him. He would be assured of the best of medical skill. Expenses all along the line would be reduced to a minimum, with the result that those needing a change of climate would not be forced to that hesitation and delay that fastens the seeds of disease and gives to the obituary columns the long lists of early deaths.

Written for THE INLAND PRINTER.

A STUDY OF PROOFREADING.

BY F. HORACE TEALL.

NO. X .- DETAILS PECULIAR TO BOOK-WORK.

THE type having been corrected from the first proof, another proof is handed to the reader, with the first one, for revising. Where two or more readers are employed, it is advisable to have all revising done by some other than the one who reads by copy. The main object of revising is verification of changes made under the directions of the markings on the first proof—that is, not only the determination that the corrections marked have been properly made, but also that no new errors have been introduced. Compositors often make new errors in course of correcting, and it is never safe for a proofreader to confine his attention merely to the particular letters or words that are marked on the first proof. We shall say more of this later.

Much of the method of dealing with revise proofs must depend on local conditions and circumstances. Many employers insist upon the assumption that the reading by copy has disclosed all errors, and consequently that the reviser must not take time for consecutive reading except that occasionally necessitated by insertion of a considerable "out" (a part of the text omitted by the compositor), or that of the lines affected by insertion of anything for which room was not found in the line wherein it was marked (technically called overrunning). In any such case of new matter, or readjustment of lines (which overrun lines are practically new), the proof should be read by copy for the wording, and then reread for technical accuracy. Such is the safest method, and it is closely adhered to by many proofreaders of long experience, though many others with sufficient self-confidence merely compare proof and copy or first and second proofs.

While it is a fact that no employer is willing to have time wasted by his employees, that fact should not be allowed to militate against proper use of time sufficient to secure accuracy. Galloping speed and accuracy are almost never conjoined, and they are especially antagonistic in the work of revising proofs. Of course this is as true of any other work as it is of book-work, but circumstances necessitate speed, with its penalty of probable inaccuracy, more frequently elsewhere than in book-offices. Employers or foremen who do not allow the reader sufficient time to revise proofs carefully are often unreasonable enough to demand that no errors be left in the work, but they seldom secure a really good result.

A word of caution may be timely here, for those who have to work under restriction of time especially. Even in the work of merely verifying the correction according to markings on a previous proof, any relaxation of vigilance is likely to result disastrously. No reviser can afford to indulge the habit — to which great temptations continually present themselves - of haste in revising, no matter how urgent may be the demand for speed. Every change in the type needs careful comparison, letter by letter, and often the examination must extend beyond the natural limit set by the apparent demand of the correction. He is the best reviser who has real ability to grasp at a glance all that is requisite for accuracy, and who never fails to see all that is wrong and make it right; but those who can do this are few and far between.

A forcible illustration of one source of error is an incident occurring in the writer's own work just at the time of writing. The thing illustrated is either ignorance or perversity of compositors. Perversity is a worse quality than ignorance, though they are both bad enough in such a connection. Undoubtedly both are far from uncommon, and both must be continually reckoned as factors in the production of errors which the proofreader is expected to eliminate, especially in revising.

In the present instance an error had been overlooked on the first proof. The spelling "abreviated" had been left uncorrected, but another error in the same line had been marked. As the work was Linotype machine composition, the whole line had to be reset, and the operator reproduced it literally, so that the line had to be set a third time to get the right spelling, "abbreviated." If the reviser had failed to read the whole line the error would have gone into the published work, for this was on a newspaper, although here instanced in treating of book-work.

Another instance of similar mechanical copying is recalled, this one on most important book-work. On what is called the "author's proof," a paragraph of two lines had been "killed" (ordered to be taken out altogether), and the cross-mark made by the editor on the proof happened to touch only two words, one in each line. The corrector, instead of removing the two lines completely, took out only the two words, making absolute nonsense of what was left. Moreover — and this was even worse than the compositor's ignorance or perversity — the proof was revised before sending another to the editor, and the reviser left the mutilated paragraph untouched. Such work is utterly inexcusable, from any point of view. Its lesson here is that revising must not be done thoughtlessly.

A common lack of adequacy in revision comes from overconfidence in the work of preceding proofreaders. One can in no wise afford to decide that all that is needed is to look at the new proof only where corrections were marked on the earlier one, no matter how competent the other proofreader may be. Some of the worst errors possible have escaped detection in revising

because of such assumption. A reviser needs to keep in mind the fact that liability to accidental or incidental weakness is universal.

Here again an illustration from personal experience may be useful. The writer once set the type of a circular with a large piece of solid reading. In the office where this was done a peculiar arrangement was that the single proofreader worked without an assistant; he compared copy and proof. In this case the compositor corrected—so he supposed—the only two errors marked on the first proof, and then took a revise proof,



Photo by N. Brock, Asheville, N. C. CHRYSANTHEMUMS.

which never came back to him. In distributing the type, after it had been electrotyped, he discovered that one of the errors had not been corrected. He had probably been called away after making one correction, and forgotten that he had not made both. Attention of the proofreader was called to the matter, so that he might have the correction made in the plate, and he said that he had not bothered to look at the second proof, because the compositor was so careful and accurate that he did not think it necessary. Nothing can be too small to demand attention in proofreading.

(To be continued.)

FROM AN ADVERTISING MANAGER.

THE INLAND PRINTER has been a great help to me and you can rely on my continued subscription.—T. G. Hogarth, Advertising Manager The Roebling Manufacturing Company, New York City.



GIRL READING THE MISSAL.

CORRESPONDENCE



While our columns are always open for the discussion of any relevant subject, we do not necessarily indorse the opinions of contributors. Anonymous letters will not be noticed; therefore correspondents will please give names — not necessarily for publication, but as a guarantee of good faith. All letters of more than one thousand words will be subject to revision.

SOME HISTORY OF THE POINT SYSTEM.

To the Editor: Wooster, Ohio, March 16, 1901.

The Inland Printer for March contained a rather lengthy "obituary puff," by Mr. T. J. Britt, of Mr. J. A. St. John, formerly of the Central Type Foundry, St. Louis. Were it not for a most evident intention of lauding Mr. St. John's work at the expense of others it would be allowed to pass as a worthy tribute to a worthy man. He may have done much that is claimed for him; no attempt will be made by the writer to detract from any credit given him further than is made necessary in stating the facts as to the introduction of what is now the standard of type bodies, namely, the "point system," or so much of it as came under the writer's personal observation.

In the article referred to, Mr. Britt says that "It was the Central that gave practicality to the adoption of the point system. Before the advent of Mr. St. John in St. Louis, the sizes of type were designated by names," etc. Now Mr. St. John went to St. Louis in 1872, and until in the '80s the Central continued to cast its type on the "old bodies" and call them by the old names. Just how long "after" Mr. St. John's arrival in St. Louis he succeeded in giving "practicality" to the "point" idea, Mr. Britt gives the reader no hint, but it must have been at least ten years, for the writer of this remembers having bought several fonts of the series of "Extended Old Style" in 1882 or later, all of which were cast upon the "old bodies," and, what was far worse for the printer, cast higher than the type of any other foundry in the country, so that it was always necessary to use an extra underlay with the Central's type cut out, and this, too, in spite of the interest taken in the "production of type of a uniform height."

Before the date given above, "An effort to produce a uniform series of sizes . . was first attempted in Paris, and later by Marder, Luse & Co., of Chicago," says Mr. Britt. The "effort" in Paris must have been a success, for the leading founders of the United States ridiculed Marder, Luse & Co. for having "adopted" the French system, because it would "never be a success in this country; the 'old bodies' had been in use too long," etc. Then as to Mr. St. John having taken the MacKellar, Smiths & Jordan pica as the standard of "twelve points," the year is not stated, but evidently in the '80s, that was merely following in the wake of Marder, Luse & Co., only a long ways after, for that firm had worked out the idea from that same pica and given it to the printing trade in 1877. The first type to be cast on the "point system," so named by Marder, Luse & Co., but usually spoken of as "new bodies," was a patented face which they called "Parallel Shaded." The sizes included 18, 24 and 36 point. I am not certain at this date as to a 12-point, but I do know the others were cast and sold, the 18-point going into no less than a thousand offices to my certain knowledge. Whether this betokened success for the "point system" or the face I can not say, but I never thought much of the face. It was certainly something of an "introduction" to the trade, and the faith in the "point system" was such that Marder, Luse & Co. cast all new faces on these bodies and immediately began the duplication of their old job or display faces and body type on the "new bodies." Old and new bodies were both carried in stock, but the former was only

sent out on special order or where it was known that the type was to match with some in use. How far the introduction was general may best be understood by saying that from fifteen hundred to two thousand regular customers of Marder, Luse & Co. had bought one or more fonts cast on the "point system," besides tons of body letter, and that hundreds of other printers had also been supplied by the advertising agencies of Dauchy & Co., New York; N. W. Ayer & Son, Philadelphia, and Nelson Chesman & Co., St. Louis.

That Mr. St. John may have induced the typefounders' association (not the present association) then in existence to adopt the point system we do not question, but it was evidently done for one of two reasons, namely, to compete wi h Marder, Luse & Co. for the trade which resulted from the discovery and working out of a "good thing," or that the printers who were using type cast on the "point system" beg...n to "conceive the convenience in composition the system affords," and would have no other.

Give Mr. St. John all the credit due him, but do not attempt to build up his reputation at the expense of others. Marder, Luse & Co. introduced and worked out the "point system," laying a foundation broad and deep upon which the others have builded, and it is but just and right that they should have the credit for the same.

In concluding this I may remark, somewhat proudly perhaps, that it is nearly twenty-four years since the first type cast on the "point system" was set, and that I did the "picking up" and arranging for display on card and in specimen sheet. I then thought it a "good thing," and the years have only confirmed the opinion then formed.

F. C. WHITTIER.

FROM CULTURE'S FOUNT.

To the Editor: Boston, Mass., April 2, 1901.

Brilliant opportunity is to be found in Boston for a Hearst type of daily newspaper. This fact seems to be agreed upon by men who are posted on newspaper affairs in the Hub. If Hearst could go to Chicago and accomplish the shaking up in newspaper circles there that he has, it might well be asked, What couldn't he do in Boston?

Deadness is the characteristic of the newspaper practice here. Conservatism is carried to the extreme. The truth is. and every Boston newspaper man knows it, that there is a regular grist of daily news here that is fought shy of by the Boston dailies and is left to become the easy property of the New York morning and evening publications. The situation that prevails can be aptly illustrated by a circumstance that took place recently. A certain story detailing a rich Bostonian's becoming insane over a large business reverse was offered the (at present) most sensational paper in Boston. The gist of the story was that the old gentleman, having lost something like \$200,000 in a mining deal, imagined that he had lost his entire fortune, although at the moment of his vagaries he was worth over a million. The paper in question was afraid to touch the story, since it dreaded the wrath of a certain old and prominent Boston family. Of course, the story was bound to come out anyway. And it did, a couple days later, through the medium of a New York daily. Then it traveled all over the country.

And so it is. A sort of custom, a custom of old, behindthe-times policy prevails in newspaper management here. And it will continue until some Hearst comes along and seizes the mine that is ready for him.

Salaries are abominably low on Boston papers and there is no encouragement whatever for skilled free-lance men to offer good news tips or news specials to Boston papers. Whenever one of these latter has such a commodity to present, he invariably touches up out-of-town dailies or mediums. The cheeseparing régime is in the ascendancy in Boston and has been for years. The clientage that New York papers have in Boston would be truly amazing to a visitor. When the World and

New York Journal delivery wagons rush through these narrow ways, there is usually a mob after them, hungry for the latest editions. The hotels and leading news-stands are forced to carry large orders for the Gotham journals, while the Boston dailies are compelled to cling to their particular cliques of readers and work up circulations by plugging the northern New England newspaper field.

As things are, the New York World and Journal, in spite of their large Boston circulations, have to meet big expense in getting their papers here and distributing them, besides the important telegraph tolls that have gone into the make-up. All this would be done away with were those dailies to have plants



TALKING TO PAPA.

in Boston. Hearst has been here once or twice to look over the ground, and it is said that he is planning to open up here for keeps after a bit.

It would amaze the literary Chicagoan or Westerner if he had a complete list of the Western born and bred men and women who are gaining a foothold in Eastern newspaper, magazine and literary circles. New York and its Park Row are peppered with them. In fact, let a veteran Chicago newspaper man walk down Park Row and he will be almost tempted to wonder if there has not been a Gotham excursion of Chicago journalists. There's Van Benthuysen, late of the Chicago Tribune, getting \$25,000 a year on the New York World. President John Finley, late of Knox College, Galesburg, Illinois, is a professor in Princeton University, a member of the editorial staff of McClure's Magazine, and a writer for the Review of Reviews and Harper's. Vance Thompson, a former police reporter on the Chicago Tribune, lately left New York for a temporary Paris residence. Henri Dumay, of St. Louis, has deserted New York for the Paris correspondence of the New York World. Ray Stannard Bakker is a former Chicago Record reporter on McClure's. Charlie Tunnelle, of the Chicago News, is now with the New York Journal. Clifton

Sparks, late of the Chicago Tribune, is with the Philadelphia North American. Those Chicago literary dilettantes, Percival Pollard and Harold Vynne, have become associated with Gotham, although Vynne, I believe, is back in Chicago for a while. Other Chicago fellows in New York are the artists Stanley Adamson, Rohrand and Tom Powers, the latter now with the New York Journal. Owen Oliver and Louis Defoe, both old Tribune men, are now in New York, as is also L. L. Redding, of the Inter Ocean. Also the latter's long-time city editor, Harry Ballard, is on the New York Telegram. Fred Boyd Stevenson, William E. Lewis and his brother, Al H., are other well-known Chicago men who are getting the fame and cash in Gotham. Al H. has become known in literary circles for his books depicting phases of life on the frontier, and has a sinecure as editor of Verdict, the unique weekly backed by the plethoric-pocketed Perry Belmont.

In Boston, the newest literary Westerner is Roswell Field, brother of the lamented Eugene, and himself a writer of decided ability. Field is holding a position in the exchange department of the Youth's Companion. William Belmont Parker, an assistant editor of the Atlantic Monthly, was born and reared in Norfolk, Nebraska. The Pages, of the L. C. Page Publishing Company, are from Dixon, Illinois. Lillian Whiting, of course, has been here many years for the Chicago Inter Ocean. Henry Haynie, a Chicagoan, for twenty years a Paris correspondent for American dailies, is in Newton now. The assistant editor of the Watchman is Prof. Howard E. Grosse, an old Chicago reporter, and former professor in Chicago University. Horace Lorimer, a son of Dr. George C. Lorimer, so well known to Chicagoans, from his long residence there as pastor of Immanuel Baptist Church, is editor of the Saturday Evening Post, of Philadelphia.

And so the list grows. The success of these prairie comers in the Eastern literary field is the strongest tribute to the surprising progress of the West in almost every line of activity.

A short-lived strike was that of the Boston bookbinders. For some time the binders have been planning to make a determined stand for the shortening of hours from ten to nine. A few days ago, the six hundred blank-book binders went out on strike. They had to stay out but a day or two until their demands were acceded in full. Members of the labor unions feel much rejoiced over the satisfactory termination of the trouble.

The Boston Advertiser building was gutted by fire recently. Three proofreaders lost their lives by suffocation and the entire Advertiser force, in fact, had the narrowest of escapes. Typographical Union No. 13 has just received word from E. A. Grozier, publisher of the Boston Post, that he will contribute \$500 as a purse of aid to the families of the three unfortunate men. Editor Grozier's act is a cheerful reminder of the fact that kindness and charity still exist.

BEENSON BROWNING.

GEORGE WAS SURPRISED.

London *Tit-Bits* tells the story of a lady, whose husband is the editor of a small country newspaper, and who said to him one day: "Typesetting is so easy to look at. I know I could do it just as well as anything. Do let me try it."

Although the editor is his own foreman and compositor, he did not accept this offer at once. But his wife was in the office alone when a wedding notice was brought in.

"Oh!" she said gleefully, "I'll just set this up and slip it in the form, and won't George be surprised when he sees it in print?"

It therefore appeared as follows in the next issue of the paper:

maRRIED: at Heirst eHuerh, on wenday Sept; 9 5981 Mr! Puho jacknos to mi78 ka ly naRtuž the Cersm Gy— was Seffron by Revv.mR Decen Inn the resence oF a large numer of FReidsn of the gnuoy couple & was a BeRyy joyful Occasino. Mr. andD mrss will Be at Hoem to their fri,s at 2x HaPt Trae8 Vyere in het wne reay.

THE COST OF CYLINDER PRESSWORK.*

BY ALEX. FITZHUGH.

THERE is probably no other item that we sell in which custom, rather than cost of production, has been allowed to set the price, as it has in presswork.

Not long ago I found a competitor running twenty thousand of a heavy cut form on 32 by 44 paper for 90 cents per thousand. "Do you make any money on that?" I asked. "I don't suppose I make much, but Smith offered to do it for 82 cents, and if he can do it for 82 cents I ought to make a little at 90 cents." His answer convinced me that neither he nor Smith had ever actually computed the cost, for the jo' was costing over 90 cents a thousand. Nor are they the only sinners. We work ourselves to weariness, year in and year out,

they will, perhaps, sell for 15 per cent of original cost, or \$1,275. We are then going to expend \$8,500, less \$1,275, or \$7,225, in twelve years; in round numbers, \$600 a year. In other words, for us to be able to replace the presses in twelve years, we must get \$600 a year out of them, and this is our first cost element.

Now we could put this \$8,500 in any one of a dozen safe places and have it return us, without effort on our part, 6 per cent a year, or \$425; therefore, when we tie up \$8,500, we are giving up \$425 that we could earn without effort. So as our second element of cost we enter interest, \$425.

The next most apparent element of cost is labor. What does this cost? First is a foreman; he will have to be paid at least \$18. The full complement for each of our three machines is a pressman and feeder to each, but in most well-



Photo by Andrew Emerine, Jr., Fostoria, Oh

PERFUMES WAFTED BACK FROM FIELDS OF CLOVER,

seeking and doing presswork, yet most of us take it without an intelligent idea as to what it costs. Could children well be more foolish?

To make clear this point of cost, I have spent months in collecting figures and facts. I have made my estimate conservatively and carefully, and the results reached are, I believe, entirely trustworthy. To arrive at the elements of cost in cylinder presswork, let us take an average pressroom containing say three cylinder presses, costing originally as follows:

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What is the average life of these presses, according to the best authorities? About twelve years. At the end of this time

*Paper read before the Master Printers' Association of Des Moines,

managed offices this is reduced to two pressmen and three feeders; and in the inevitable dull days this quota is still further reduced by "laying off" one or more men. If we take the year's average, therefore, at two pressmen and two feeders for the three machines (counting the foreman as one pressman), we are near the actual labor cost, which will figure out about as follows:

Foreman	. \$18
Second pressman	. 12
Two feeders at \$8.50	. 17
Boy for cleaning, etc	\$47
	\$10

Fifty dollars a week is \$2,600 a year, but to be conservative we will suppose an extra careful foreman who (blessed be the day) does not scruple to lay a man off even for half a day when slack times demand, and so cuts down our labor. Let us

deduct ten per cent from our labor cost then. Ten per cent from \$2,600 leaves \$2,340, the amount for one year.

Next to labor comes rent. The only fair way to get at this is to estimate the per cent of the total floorage your pressroom occupies and take that per cent of your total rent. This item varies widely. Some pressrooms are cramped, some take up too much room. The average Western office using three large cylinder presses will have a floorage of at least eight thousand square feet, counting one main floor and a basement or upper floor for storage purposes. Of this the press cylinder room ought not to occupy over one-eighth, or twelve and one-half per cent. The rent will again vary. The firm may be in the suburbs and paying only \$60, or in the heart of the city and paying four times that. Let us take it, however, at \$100 a month. Some of us will think this high, some low, but it is probably as fair for an average as any. One hundred dollars



Photo by A. H. McQuiikin.

RAINBOW FALLS, HICKORY NUT GAP, NORTH CAROLINA.

a month is \$1,200 a year, and twelve and one-half per cent of \$1,200 is \$150, which amount we put also in our cost column.

After rent comes power. This varies, of course, greatly with the season. A fair estimate for the year, based on either steam power or Edison electric service, I believe to be \$9 per month for a small cylinder, \$11 for the second one, and \$14 for the large, making a total of \$34 per month. Some months this will amount to fifty per cent more than others, and others to thirty per cent less, but I think the average a fair one. So we add \$34 a month, or \$408, to our cost.

Next comes the maintenance of our three presses. Under this head I include such items as rollers, manila for cylinders, paper for overlays, oil and small repairs. I also include all black ink under 30 cents per pound. As colored inks are usually charged extra for, they are not included. The least we can take this item at is \$225. Oftentimes with poor management it means \$300. With inefficient workmen, which means breaks and wearouts, it may mean \$1,000.

Last, but not least, comes the pressroom's share in cost of general superintendent and miscellaneous expenses, such as advertising, bookkeeping and collecting, heat, light, janitor, commissions and the thousand little things that combine to keep our pockets empty. What proportion of this can rightfully be charged to the pressroom? Just such proportion as the pressroom bears to the total investment. Now, the imaginary office we are considering has three cylinders, investing \$8,500. Others things being equal, it is probably capitalized at from \$18,000 to \$25,000. Let us take it at \$20,000 as about fair. Then the pressroom represents forty per cent of the whole investment, and we proceed on this basis to charge pressroom cost with forty per cent of the above noted expenses.

The cost of superintendence in the well-managed office of \$20,000 invested is not less than \$2,400. If the proprietor is hiring his superintendent he must pay this to obtain results. If he is doing it himself, and successfully, he is worth it himself. He could go to work for someone else and get it. Therefore, in counting cost of his business, he must include the market value of his labor to that business, or \$2,400. The cost of bookkeeping and collecting, getting business, lights, janitor, heat, etc., will not run under \$2,000 a year. Indeed, this is a most conservative estimate. These two items amount then to \$4,400, and forty per cent, or the pressroom's share, to \$1,760, which neat sum closes up our long array of costs.

Now let us review them.

THREE CYLINDERS.

Wear and tear per year \$	602
Interest on investment	425
Labor	2,340
Rent	150
Power	408
Press maintenance	225
Superintendence and share of general expenses	1,760
Total for three cylinders	\$5,910
Cost per press	\$1.070

Six legal holidays and fifty-two Sundays leave 307 working days of nine hours, or 2,763 working hours in a year. Dividing \$1,970 by 2,763, we get 72 cents an hour as the average cost for every working hour in the year. But alas! We are not yet through with this fearful labyrinth of cost. This 72 cents represents the cost only on the supposition that your machines are always busy. Suppose one stands an hour - you are 72 cents out for every item in our estimate - original cost, interest, etc., is going on. Our situation in this respect reminds me of a little anecdote I recently heard of Senator "Billy" Mason, of Chicago. Mason was taking a friend home with him to dinner, and as they approached the handsome residence the gentleman stopped to admire it. "That is a magnificent place you have there, Mason," he remarked. "Yes," the other replied, glancing at it with an admiring eye; "yes, it is a handsome place, Johnson, but I tell you what it is, my boy: I can feel the damn thing drawing interest while I am still two blocks away.'

You may say "our labor stops with the press," but remember we allowed for this. We only figured two pressmen and two feeders for three cylinders, and then cut down ten per cent, and still have 72 cents per hour. There is no escaping the conclusion that if your press stands one hour in ten, your cost is advanced ten per cent, or to 79 cents, and so on in proportion.

Now, about what per cent of the time are your presses busy? How many know? When I tell you sixty per cent some of you will be surprised, yet this is true.

The best statistics obtainable from a number of conservative men who have run cylinder presses many years, show that from forty to forty-five per cent of the time (that is, an average of four hours for every working day) the cylinder presses in the office with an ordinary run of work stand idle. In this time is included the necessary time for washing up every morning, which amounts to not less than forty-five minutes as a rule. Some of us will be surprised to learn that the lost time runs as high as it does. I can only say that a series of careful

reports kept over a period of several years confirm it in every particular, and when we allow forty per cent for lost time I believe we err by going too low, rather than too high.

To obtain the average cost, therefore, of an hour's work for a medium-size cylinder run by union labor, we must add to our 72 cents an hour just forty per cent of that amount, being the average amount lost each day. This forty per cent is 28 cents an hour, and brings us as a final total \$1 an hour for the average hourly cost of each of the three cylinders.

Dividing this according to their size, it gives us an approximate cost of 80 cents an hour for the small one. \$1 an hour for the medium-size one, and \$1.20 an hour for the larger one - and that, gentlemen, in moderately good times and with fairly good management, is what your cylinder presses are costing you to operate.

INDIVIDUAL OFFICE STYLEBOOK FOR PRINTERS.

THE INLAND PRINTER has received from Charles W. Lloyd, foreman of the Richmond & Backus printing-office, Detroit, a copy of a very neat and convenient stylebook, gotten, up for the express use of the compositors employed by that firm. The little book contains rules of punctuation, abbreviation, capitalization and many other things incidental to the work of the typesetter and make-up, and shows that the Richmond & Backus Company is extremely careful that its patrons' interests are well taken care of.

Some inquiry was recently made in The Inland Printer for a set of office rules governing employes. For the benefit of such of its readers as desire a sample set of rules, The INLAND PRINTER reprints the following from the stylebook:

RULES AND REGULATIONS.

It is not our purpose to harass the compositor with a large number of Do as you would have others do for you if you were in the position of a proprietor. Following are a few rules to which we call special An infraction of any one of these will be considered a sufficient reason for discharge.

1. Punctuality and sobriety are first enjoined.

When distributing, put away, as you go along, all surplus quads, etc. Never allow a box to run over. There is a place for everything.3. All material or tools used in common have their proper places.

want a certain line of type, you usually go to its accustomed place for it; so also, for a leader box, a wood stick, or anything used in common. If not in its place, then it may be covering up (speaking of cases) some font of body-type which is constantly used — provided it is not covered up, in which event anything from "Brilliant" to wood type could or would be substituted in preference to putting the case back where it belongs. The result is that the case will remain there - ever body avoiding it - until finally some one is forced to put it away. This proceeding has often occurred in this office. It will not be tolerated in As soon as you are through with a case (or anything used in common), put it away.

4. Avoid putting cases, galleys, mallets, planers, etc., on top of the type on dead or live stones.

5. Quad boxes must be kept clean. Do not throw wrong fonts into them. Put all wrong fonts on dead stone, calling stoneman's attention Should a case be badly pied, call foreman's attention to it.

Smoking is not allowed at any time.

Those who desire to chew tobacco will be provided with cuspidors, which must be cleaned every other day. Spitting upon floors, walls, in waste-paper baskets, corners, will positively not be allowed. This rule will receive special attention. If its provisions do not meet with your approval, there is only one alternative.

8. Pied cases are a nuisance to everybody — and the source of a great deal of lost time. In this office it is impossible for one man to do all the distributing. Under the old system it was impossible to find out who mixed the cases. Hereafter not a line of type must go in a case until a proof of it has been pulled and the distributor's name and date marked on same. These proofs must be preserved. There must be no exception to this rule without foreman's consent.

9. Finally, observe neatness and cleanliness in all that you do. Keep your frames and alleys clean. Insist upon the boy removing all dirt. Instead of throwing paper upon the floor, put in waste-baskets provided Do not allow surplus material to accumulate on for that purpose. frames.

THE INLAND PRINTER is without question the peer of all printing journals.—Thomas E. Abbott, Rossland Miner, Rossland, British Columbia.



The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

PUNCTUATION.—By John Wilson. For letter-writers, authors, printers, and correctors of the press. Cloth, \$1.

PENS AND TYPES.—By Benjamin Drew. A book of hints and helps for those who write, print, teach or learn. Cloth, \$1.25.

PROOFREADING.— By F. Horace Teall. A series of essays for readers and their employers, and for authors and editors. Cloth, \$1.

BIGELOW'S HANDBOOK OF PUNCTUATION gives full information regarding punctuation and other typographical matters. Cloth, 50 cents.

ENGLISH COMPOUND WORDS AND PHRASES.— By F. Horace Teall. A reference list, with statement of principles and rules. Cloth, \$2.50.

PUNCTUATION.— By F. Horace Teall. Rules have been reduced to the fewest possible, and useless theorizing carefully avoided. Cloth, \$1. COMPOUNDING OF ENGLISH WORDS.— By F. Horace Teall. When and why joining or separation is preferable, with concise rules and alphabetical lists. Cloth, \$1.25.

Possessive Form.— H. W. S., Lincoln, Nebraska, asks us what is the proper form for the possessive of the name Sears. Answer.- One who accepts our decision will always write it Sears's," and pronounce it in two syllables - Sears-es. This is the only way to assure understanding that the name is not "Sear." Goold Brown so decides, and so do many other grammarians, though many also say that the additional s should be omitted. No plausible reason for the omission is known to us.

LETTERS FOR MAIL ANSWER.—We can not afford to devote time to the answering of letters by mail only, mainly because so many requests come for such answer that compliance with all of them would mean doing a great deal of work for nothing. It is not fair to answer some and not others. It is not fair to expect a busy man to use the time needed for research, in order to make good answers. Therefore no letter will be answered by mail unless \$1 is inclosed to pay for the work. Nine questions out of ten require much study to make the information what it should be.

Some Queer Styles.-A fad of old-time custom still preserved on some newspapers is the printing of personal names in small capitals. It survives mainly in editorial articles, at least in the United States. One New York paper makes a distinction for which no reason is apparent, as follows: "An amendment by Mr. Platt," and "the Platt amendment." Is not Platt the man's name in one instance as well as in the other? Of course the difference is because of attributive use in one expression and mere naming in the other; but is there any sense in such a reason for such a difference? Is not the use of small capitals silly in either case? Some other styles that seem just as unreasonable are abbreviations like A.D. and B.C., in small capitals; omission of space between the abbreviations in college degrees, as A.B., M.D., etc.; use of italics for names of books, and (not so frequent now as formerly) for names of vessels. Can any one give a reasonable reason for any of these?

A STYLE-BOOK.- If a book of rules could be so made that all printers and publishers, or even a majority of them, would adopt it, and insist that the rules be followed, the gain to all concerned would undoubtedly be great. It does not seem probable that this will ever be done. Almost everything that such rules would determine seems to be open to serious difference of opinion, and nearly every person seems to be only slightly susceptible to conversion through argument. A very neat little book of styles is "The Typographical Style-book: A Manual of Rules for Preparers of Copy, Compositors, and Proof-readers," by W. B. McDermut,

published by the University Printing Company, Bellevue, Nebraska. It contains seventy-six pages, and treats many subjects in a way that must be satisfactory to those who are willing to accept the compiler's decisions, although in some instances the necessity for condensation has resulted in treatment so meager as to leave one in doubt, which is unfortunate. The flexible cover is so severely plain that nothing indicates the right way to turn the book in opening, and one oftener opens it the wrong way than the right way - an accident that should be always made unnecessary by means of some identifying mark that would show which is the top of the book without having to wait until after it has been opened. Mr. McDermut says his book is not designed to supersede or interfere with any regular style which may be adopted for any particular work, but is intended rather as a convenient manual for the uniform guidance of compositors, proofreaders, and others, in those matters which are so generally overlooked in the preparation of copy. He also says that rules are laid down for spelling, compounding, capitalizing, abbreviating, punctuating, the use of figures, and many other matters wherein there is



Photo by McLain, Baufton, Ind

likely to be any considerable variation or irregularity, which rules, if followed, will unify custom to a degree that is thought otherwise impossible. Any rules, good, bad, or indifferent, would unify custom if followed by every one, so that the result can not be otherwise impossible. Fourteen pages are devoted to rules for spelling, though one simple rule would have covered the whole ground, namely, "Follow Webster," or "Follow the Standard," the latter being more fully adopted, because he advises spelling bromid, chlorin, etc., rather than bromide, etc. Rules are given for compound words, acknowledged as being mainly from Wilson's "Treatise on Punctuation," that are as satisfactory as most of such rules - which means that they will not be applicable by any two persons alike except in the case of the few words given as examples. The main difficulty arises from making rules depending on accent only, which leads to such disagreement between rule and practice as giving "proof-reader" with a hyphen (presumably according to the ruling that words with two accents take a hyphen, and "watermelon" without a hyphen, because it is said to have only one accent. As matter of fact, there is no difference, or

if there is any, it is one that would dictate a hyphen in the second word and none in the first. The rules for punctuation are good, but some strange assertions appear, of which this is one: "'Bliss's Hall' means a hall owned by one person named Bliss; but when written 'Bliss' Hall,' it shows more than one person in possession." The second form given does not show more than one, but is merely the bad form in which some persons write the singular possessive. "Blisses" is the plural, and plural possessive is "Blisses'." Capitalization is fairly treated for those who have not an ingrained conception of the matter that is utterly different from that of the compiler. Abbreviations are rather more fully and better treated than any of the preceding subjects. Following them, to the end of the book, are directions covering a number of technicalities in composition, which are certainly useful, but with regard to which the compiler is at fault in saying that they are "not to be had in any other book.'

On Learning Proofreading by Correspondence.—Many letters have been received asking for our opinion of a correspondence school of proofreading. We can only say that we do not believe in the idea of such teaching, because general success is inconveivable to us, especially with only a small number of lessons. A booklet from a certain school was shown to the superintendent of printing of a large publishing house, and this was his comment: "A humbug. Too ridiculous to be taken seriously if it were not for the fact that many innocents will be deceived by the apparent plausibility of the scheme." Following are some of the paragraphs in the booklet which are at least open to serious doubt:

"The methods of instruction and the course of study are such that perfection is obtained when the course is completed, and the graduated student has thoroughly mastered the art and science of technical proofreading, and is capable of filling the most exacting position." And all this is promised in twelve or fourteen lessons, to persons of ordinary intelligence and common education, with no previous training! What do our readers think of it? Please tell us.

our readers think of it? Please tell us.

"Vacancies and new positions are daily created by the scores and scores where sobriety, industry, punctuality, and a clear head are always sure to find a responsible, desirable, and remunerative situation." Does any one know a first-class, sober, industrious proofreader who ever was unemployed? The writer remembers a sad time when he thought he was such a worker and would have been glad to get any work.

"Of all the trades and professions, not another one offers such inducements as does proofreading." Bosh!

"Proofreading is a learned, honored, and highly respected profession—decidedly the most intellectual and cultured of all trade professions, and therefore commands the highest average salaries."

"By our course of home study, usually requiring about fourteen weeks, proofreading can be thoroughly mastered."

"From an intellectual standpoint, the proofreader is the equal, and often the superior, of the average physician or attorney. And from a financial standpoint, the proofreader can and does earn the most money, and does not have to work so hard for it."

"The compensation of proofreaders runs from \$15 to \$50 per week in cities, the average proofreader receiving about \$25 per week, and being in large demand and small supply."

"The thoroughness of our work has become proverbial throughout the nation, and the increasing frequency of promotions among our students to positions of importance, due to their increased efficiency, is causing managers, foremen, and employers everywhere to look toward our graduates as possessing the best qualifications."

The writer is sorry that he can not send his opinion of such extravagant assertions to every one who will ever read the booklet. He certainly would never advise any one to pay for the course of lessons.

NOTES AND QUERIES ON MACHINE COMPOSITION



BY JOHN S. THOMPSON.

Communications relating to typesetting by machinery are invited. Queries received before the tenth day of the month will be answered in the next issue. Address all matters pertaining to this department to The Inland Printer Company, 212-214 Monroe street, Chicago,

SPECIAL NOTICE. - Operators, operator-machinists and machinlsts seeking employment or change, are requested to file their names, addresses, preferences, etc., on our list of available employes. Employers are invited to call upon us for competent men in these occupations. Blanks will be furnished on request. Address Machine Composition Department, THE INLAND PRINTER.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

THE MECHANICAL DETAILS OF THE LINOTYPE, AND THEIR ADJUSTMENT,— By Frank Evans, Linotype machinist. \$3, postpaid.

THE LINOTYPE OPERATOR'S COMPANION.—A treatise on how to operate and care for the Linotype machine. By E. J. Barclay, \$1, postpaid.

THE LINOTYPE MANUAL.—By Charles Seaward. Gives detailed instruction concerning the proper adjustment and care of the Linotype, fully illustrated. No operator or machinist should be without this valuable book. \$1.50, postpaid.

le book. \$1.50, postpaid.

Proper Fingering of the Linotype Keyboard.— By C. H. Cochrane, e system set forth in this pamphlet is based on the number of times a ren letter or character appears in actual use, together with the position the most frequently used keys on the Linotype in their relation to the gers. 10 cents.

Facsimile Keyboards.—An exact reproduction of the latest two-letter Linotype keyboard, showing position of small-caps, etc. Printed on heavy manila stock. Location of keys and "motion" learned by practice on these facsimiles. Instructions are attached giving full information as to manipulation. 25 cents, postpaid.

Do BRUSH out the magazine; don't pour oil or benzine down the channels.

THE Imperial Printing-office, at Berlin, Germany, has installed the Linotype,

THE Monoline will be exhibited at the Pan-American Exposition and also at the Glasgow (Scotland) Exposition.

TEN Linotypes have been shipped to La Naçion, Buenos Ayres, South America, the leading newspaper of the Argentine Republic.

THE Morning Telegram, Winnipeg, Manitoba, has recently moved into the Stovel building, and has installed three Rogers

Echo de Paris, the largest newspaper office in Paris, France, has recently been fitted up with a complete installation of two-

THE Monoline is now in use in Australia, four of them having been shipped there by the Canadian Composing Company (licensee of the Monoline Composing Company).

THERE are fifteen Linotypes in the City of Mexico, six of them in one office. Mexican operators average about five thousand ems an hour and receive 5 pesos a week (\$2.50).

JAMES J. VANCE, who is known as widely as he is favorably to the Eastern trade, is now representing the Unitype Company in that section, with headquarters in New York.

THE Unitype Company has reason to be jubilant over the fact that its sales have reached an average of one Simplex per day, when it is but little over two years since the first one was installed.

A BOOKLET sent out by the German manufacturers of the Monoline, at Berlin, Germany, shows the various matrix faces cut for use in this machine, and attached to the rear cover is an envelope containing a sample Monoline slug and one of the matrices used in its production - a strip of brass with twelve

matrix characters on its edge. The slug has a deeply cut, sharp face

THE manufacturers of the Linotype in England have spent over \$1,000,000 in establishing training schools for operators and machinists. More than nine hundred offices in Great Britain use the Linotype.

The Appeal Printing Company, 14 Vesey street, New York city, has in operation in its office an Empire typesetting machine with the Des Jardines automatic justifier attachment, which is giving good results.

THE well-known Parisian printer, M. Paul Dupont, has ordered no less than eighty Linotype machines for his printing-office at Clichy. Twenty-two have already been delivered, and there is much gnashing of teeth in French "comping'

SECRETARY BRAMWOOD, of the International Typographical Union, is collecting data in regard to scales of wages, etc., for machine operators in offices under the jurisdiction of local unions. This information will be published by the International Union as soon as the reports are completed.

THE Unitype Company is preparing to exhibit its Simplex typesetters at the Pan-American Exposition, Buffalo. space is at the north entrance of the Graphic Arts Workshop, which is near the Elmwood gate of the Exposition grounds. The exhibits in this building will be of especial interest to printers and publishers.

THE German typefounders complain of the injury being done to their trade by typesetting and casting machines, of which over one thousand are now in use in Germany. Newspaper proprietors have reduced their orders considerably for type, and at a recent congress of the trade the mechanical comp. was discussed at length.

An invention for automatically lighting up Linotype machines at any hour has been placed on the English market. With one of these contrivances fixed to the gas supply, the attendant on leaving off work has simply to set the dial-hand to the proper hour, the gas being automatically lighted under the metal pot at the hour indicated.

"APPRENTICE," New Orleans, Louisiana, asks: "Are apprentices working in a union office which uses typesetting machines permitted to practice on them?" Answer.-According to the laws of the International Typographical Union, regularly employed apprentices in machine offices are privileged to practice on machines during all of the last three months of their apprenticeship.

For convenience of printers and publishers on the Pacific coast, the Unitype Company has opened an office at 330 Sansome street, San Francisco, where Simplex one-man typesetters may now be seen in operation. It is in charge of W. M. Kelly, who has long been known to the trade of that section. If the publishers of the Far West take to the Simplex as promptly as did their Eastern brethren, the Pacific slope will soon be dotted with them.

It is evident that the small-city daily without a typesetting machine is handicapped to an extent which is being rapidly appreciated in the production of late-news matter. The Washington (Iowa) Democrat realized this recently and had reason to congratulate itself on the possession of a Simplex composing machine, which enabled it to publish an important legal decision in full in an edition issued at 3 o'clock on the day the case was decided, scooping, as they claim, every paper in the

WOULDN'T THAT JAR YOU?—A printing-trade journal of recent date contains this jewel: "An expert operator and machinist recently said of the Mergenthaler Linotype: 'It is a wonderful machine, miserably constructed. It revolutionizes an office first in the work it does and then in the confusion it causes by getting out of order. If it runs two hours without a

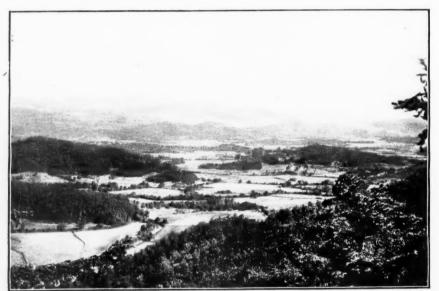
breakdown it is doing uncommonly well." That old Spanish proverb, "It is a waste of lather to shave a jackass," applies with peculiar emphasis to this self-styled "expert's" contradictory drivelings. The "fool-proof" machine has not yet been invented.

Another Record.—A letter from the Crookston (Minn.) *Journal* says: "The operator-machinist in this office, A. E. Lyons, in ten hours last week, set an average of five thousand ems per hour solid brevier, and during that time did not make a single error in composition. Do you consider this a record worth mentioning, or are such occurrences common? An expression from you would be greatly appreciated." *Answer.*—This is certainly a remarkable performance and noteworthy alone for the amount of type set of solid brevier. It is doubt-

ability, leaving the question of wages to be determined between the principals. Where a specific salary is offered, our list shows which of those registered will accept this as a minimum. We have had calls from fifteen States for men and have been able to recommend help from near-by towns and cities in many instances. If those Linotypists who are registered on our list will immediately notify us upon accepting a position to withdraw their names, the annoyance and delay of recommending help already satisfactorily located will be eliminated. Machinist-operators are in demand, and scarcely one of this class on our list but has been referred to an inquiring employer.

A QUESTION OF PIECE SCALE.— M. E. Brown, proprietor of the *Moon*, Battle Creek, Michigan, writes: "We are running our Linotype machines nights on job composition and the men

prefer to work by the piece. I write you to inquire, as you are standard authority on such matters, what is the usual percentage of the hand price for composition paid for machine work under the same circumstances. For instance, if hand composition is 25 cents, would you pay a machine operator 5 or 6 cents, or more, for machine work. We have agreed to refer the matter to you. Also please state whether it is customary for the operator to make one change on the machine or whether he is simply paid for keyboard work without machine changes, and is he supposed to put slugs in the corrected matter?" Answer. The usual percentage for machine piece work is onefourth the hand rate, though we know of no scale lower than 7 cents. Type larger



P hoto by R. Henry Scade VALLEY VIEW, FROM DUNN'S ROCK, BREVARD, NORTH CAROLINA,

ful if many operators can show the equal of ten hours' composition without an error—but as to who read the proofs, deponent saith not.

THE DISTRIBUTOR Box.—"Kansas Farmer" sends the following suggestion, for which we thank him: "I wish to add another point to your answer to 'Subscriber,' Nashville, Tennessee, in the March number. If the remedies spoken of fail to keep the ears from bending, look to the matrix lift cam, and if it has worn at point where it engages the lift to raise it, it will not perform its work at the proper time, thereby allowing matrix to strike thread of distributor screw instead of going up to its proper position between the threads. The next time the lift goes up it will take another matrix (if the first was a thin one), which leaves the impression it raised two the first time." In case the trouble lies in a worn cam, by attaching a light spiral spring to the top of the lift cam lever and the other end of the spring to one of the screws in the side of the box so as to draw the roller close against the left-hand side of the cam, the cam will run a long time without necessitating

OUR EMPLOYMENT BUREAU.— Our list of available Linotype employes has proven a valuable feature in a number of instances during the past month, where it has been the means of supplying competent men in the most direct manner to employers whose needs were urgent. Our method is to select from our list a number of names of employes whose abilities correspond to the requirements of the employer seeking help, furnishing him with their address, references and statement of

than brevier is usually charged a cent or two per thousand more than the smaller sizes. Operators working on piece work charge time for making changes of machine or for other lost time not their fault or not due to their own carelessness. They are supposed to correct their proofs, which, of course, includes putting the slugs in the corrected matter.

ALIGNMENT FACEWISE.—The Union Printing Company, St. Joseph, Missouri, says: "We have been having trouble for some time with the face on our Linotype slugs. We enclose herewith a printed slip which will show you about how it works. You will note that some of the letters appear to be high. We have tried various means to have it remedied and several times appeared to have it in good shape, but the face eventually works off and gives a poor impression, about like that noted on sample." Answer.—The sample sent shows a number of high letters in the lines, the result of the matrix line not being aligned facewise before the cast occurs. The mold disk should lock up firmly against the line of matrices, this being regulated by the eccentric pin in the mold slide lever roller which runs in a groove in the main gear cam of the machine. Of course, if ears of matrices are battered or lengthened by hammering or other misuse, they can not align facewise.

Renewing Metal.—A subscriber writes as follows regarding the renewal of metal: "We are told that 'moderate additions of tin, lead and antimony' will keep Linotype metal in good condition. Will you please tell us the proportions of the original metal, and then what proportions of lead, tin and anti-

mony to add to every hundred pounds of metal to keep it in good shape? How often should it be added, etc.? Is there a book published that handles the Linotype metal question? Answer.—Manufacturers of Linotype metal use different formulæ in mixing their product, the secret remaining with them. As a general statement, it may be said that those manufacturers who use the highest percentage of antimony and tin in their metals are the safest to patronize. These ingredients cost many times the market price of Linotype metal, so really good metal can not be bought at the prices quoted by some manufacturers. A ten per cent addition of antimony and tin every six or eight months will keep it up to standard. The safest way is to send a sample slug to the manufacturer, who will supply the proper amount of renewing metal to replace that lost by constant remelting. A method of purifying Linotype metal was given in this department last month. The "Linotype Manual" is the only book we know of which treats this subject.

How to GET A SOLID SLUG. Leon Hanlon, Ocala, Florida, who has charge of a Linotype in the everglades, writes: "Your invitation to contribute something to the Machine Composition Department is cheerfully accepted. After I had made a graceful exit from the factory, returned to where I came from and got my machine up and going, things went along smoothly for some time. Various minor troubles disturbed my sleeping thoughts, it is true, but the machine hummed a merry tune in daytime, and no serious breakdown had occurred. One morning I began to have slugs with ragged bottoms - hollow and shell-like, you know. I knew how to fix that, of course. I ran my metal colder; and colder; and colder. And the slugs were more ragged than ever. Then I sat down to think over the matter. After ten minutes of this very hard work, an idea came to me. I looked at the air vents in the mouthpiece. Sure enough, they were choked up with metal. I took a pin and cleaned out the vents, after which I mixed oil and graphite and rubbed the preparation all over the mouthpiece, getting it well in the vents. I then wiped the mouthpiece off with asbestos. My next slug was a beauty, solid and firm. The condition which makes my plan serviceable does not occur often on a well-kept machine, but I give my discovery to my fellow-craftsmen for what it may be worth. I did think of selling it to the Linotype Company for a couple of millions, but did not know what to do with the money."

TO PREVENT SLUGS STICKING IN MOLD .- George H. Thebus, operator-machinist on the Belleville (III.) News-Democrat, submits a description of a device to remedy a difficulty which should not exist - sticking of slugs in the mold. He says: "I make a transverse groove in both sides of the ejector blade and drill a number of holes through the blade at this point, sewing a piece of oil-absorbing material, preferably felt, in the groove so that it will extend slightly beyond the surface of the blade on both sides. I make the grooves in the blade far enough back so that the felt will not project beyond the face of the mold when the ejector is forward, and do not extend the felt beyond a quarter of an inch of the bottom of the blade. By oiling this felt before starting a run, no sticks in the mold will be experienced. It will be found necessary to put on new felt about once a week, but this can be done in a few minutes." This arrangement might be applied to thick ejector blades, such as long primer or pica, but to cut grooves in nonpareil or brevier blades and then further weaken them by drilling holes through them, would cause disheartening mishaps. Some machinists use blue ointment in their molds to prevent sticks, but any trouble with the ejectment of slugs that these methods will remedy would better be treated by removing the mold, taking it apart and cleaning the mold cell and grooves and polishing with graphite. This method is rather more feasible than to groove, drill and sew felt into the hundreds of ejector blades used in even a small book-machine plant. Better to use the felt or other fabric to wipe the oil from the clutch pulley.

An Admirer in the Antipodes.—James A. Burke, overseer of the Sunday Times and Referee, of Sydney. New South Wales, Australia, is an admirer of The Inland Printer, as is evidenced by the following letter: "Accept congratulations from a member of the new commonwealth for your admirable production, now becoming a sine qua non of the Australian printer's life. The Inland Printer is a whole technical curriculum in itself - practically the only work required by the printer, young or old. All branches of the trade are treated in such an expert, concise and scholarly manner that to study it is to learn the business, root and branch. Your latest articles on the care of the Linotype ('The Machinist and the Operator') fills a 'long-felt want' in this country, where Lino. plants are being put in almost every day. We have now sixty machines in this colony, as well as a couple of Monotypes. In our office we run four American duplex Linos., and require another to cope with our product, but owing to the sale of the British rights to the London company, we are compelled to purchase from the English manufacturers. The average output of each machine is from twelve to fourteen thousand ens per hour, without phat. So, you see, we do fairly well. Since



HERBERT L. BAKER.

The well-known General Manager of the Unitype Company.

the erection of the machines, three years ago, we have not had the least trouble with them. We cast all our borders, dashes, etc., on the Merg. The time system prevails, the rate being £5 10s for forty-eight hours or under per week. The piece scale is 3d to 3½d per thousand ens."

Transpositions.—C. W. Reed, Rochester, New York, describes a method he adopted to avoid transpositions of spacebands and matrices, which had been annoying him previously. He writes: "The main remedy has been in lowering the end of the channel plate containing the lower-case matrices, thus giving the verges perfect freedom of action, which they did not seem to have previously, owing to the keyrods setting too close to them and retarding their upward move-

ment. This change eliminated seventy-five per cent of the trouble. What remained was treated 'locally.' For example, the lower-case f and n were the last to succumb. In the case of the f, smoothing the mouth of the channel at the point where the lower lug of the matrix had worn a slight depression, was sufficient. In the case of the n, we applied a remedy which I think is novel, though you may have heard of it. The keyboard cam stop pin controlling the cam in question was bent slightly inward, allowing the cam to come to rest in a position slightly in advance of its normal one. Of course, when it dropped to the rollers, it was just that much farther on its way around and the reed received its upward motion sooner, allowing the n to respond more promptly. This is the theory upon which we worked, and as the trouble with that particular letter has ceased, we attribute it to the above remedy. While we have succeeded in getting rid of most of the trouble with transpositions, we still find them scattered here and there through the proof." Will the readers of this department send in their ideas of the best way to overcome this difficulty of transpositions?

THE PRINTER - PAST AND PRESENT.

The printer — past and present — the men of the then and now:
They lorded the case in the days gone by — we at the keyboard bow.
They were the kings of their chosen sphere, and wielded a rigid sway;
While we — we're not kings, to say the least; there are no kings today.

- "What a fall is there, my countrymen!" quoted the old-time printer, As he strolled into the composing-room one stormy day this winter; "It saddens my heart, it sickens my soul, to note the havoe done— Where once six Richmonds took the field, my eyes behold but one.
- "How I long for the good old haleyon days the days when the Linotype's click

Was a sound unheard in a land where men still clung to the shootingstick.

Old-fashioned, you say; well, maybe we were, but let me tell you, son, The times were poor when we couldn't pull three dollars where you make one.

"Why, lad, I've seen in this very room, on many a Saturday night,
Strings that would make your young head swim — I tell you, 'twas a
fright;

And what with ads., and bonuses, and pickups by the score,

We made things hum in the good old days when the has-beens had the floor.

"I've butted the road from the coast of Maine to the mountains of Tennessee;

Held cases galore, from the 'Frisco Call to the home of the Omaha Bec. In nigh every town in this broad land I've lighted my corn-cob pipe; But all that's gone, to return no more — yonder looms the Linotype.

"Well, what's the use of complaining — kicking won't bring those days back;

I'm nearly due to throw in my last case and hang my stick in the rack; Still, I can't help thinking of those old times—the days that I have seen—

When the printers' work was done by men, and not by a blamed machine."

-Edward S. Kern, in the Quad Box, Minneapolis, Minnesota.

PATENTS.

Last month there was referred to in this department a patent describing a buffer for preventing one Linotype matrix from injuring the wall of the next matrix at the point of assembling. We now have to report two more patents for the same purpose, by John R. Rogers, Nos. 669,400 and 669,401. In the first named a guide is placed above the star wheel to deflect the downcoming matrix, and in the other a stop is used for the same purpose.

Frederick Wicks, of England, inventor of the rapid typecasting machine known by his name, has taken out an American patent, No. 669,405, on an improved form of pump for use with his machine.

A machine for supplying metal automatically to the casting pot of a Linotype or similar machine is the subject of patent No. 670,329, taken out by Otto Schonauer, an Austrian. The metal is cast in the form of small rollers and put into a

hopper, from which the rollers are slid one by one into the melting pot at any prearranged slow speed.

David Hensley has devised a form of spacebar for a Linotype machine, having a shield on one side in order to present a smoother surface. The patent is numbered 669,831.



Photo by Andrew Emerine, Jr., Fostoria, Ohio.

A MAN AND A COLLAR-BUTTON,

A POET OF THE BINDERY.

Mr. Larry Neyfee contributes to the *International Book-binder* a column of well-finished verses entitled "My Sweetheart," with a half-tone portrait of a very attractive woman. Mr. Neyfee takes the reader into his confidence and imparts a good amount of private information that under some circumstances the other party to the contract might blushingly object to. For instance in the attached stanza:

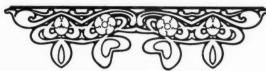
I see her every day,
From her I can not stray,
She always shares my troubles and my joys;
My confidence she keeps,
Ev'ry night with me she sleeps,
She's the mother of four bouncing baby boys.

But Mr. Neyfee judiciously adds a postscript verse to the effect that his sweetheart is his better half, and under these circumstances we extend our most cordial felicitations.

AN OWL IN A PINE KNOT.

A peculiar freak of nature and a coincidence almost as remarkable was recently described by the New York Sunday Press. The firm of Albert Nathan & Co., manufacturers and dealers in printing-inks and bronze powders, 148 Worth street, New York, use a picture of an owl as a trade-mark on each package of their goods. When one of their packing cases was emptied not long ago there appeared at the bottom of the pine box a well-defined image of an owl's head in the wood. By the courtesy of the above-mentioned firm we are enabled to give our readers a view of this freak.

PRESSROOM QUERIES ANSWERS AND



BY WILLIAM T. KELLY.

TO CORRESPONDENTS.-Letters for this department should be mailed direct to 212 Monroe street. Chicago. The names and addresses of correspondents must be given, not necessarily for publication, but merely to identify them if occasion should arise. No letters will be answered by mail which properly belong to this

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company,

PHOTOTRICHROMATIC PRINTING.— See Process Engraving.
THE COLOR PRINTER.— By John F. Earhart. Price, \$15 — now reduced to \$10.

MAKING READY ON JOB PRESSES.—A practical pamphlet, by C. H. Cochrane. 10 cents.

Cochrane. 10 cents.

Presswork.— By William J. Kelly. A manual of practice for printing-pressmen and pressroom apprentices. Cloth, \$1.50.

The Harmonizer.— By John F. Earhart, author of "The Color Printer." A book of great value to any printer who prints on tinted or colored stock. Cloth, \$3.50.

THE THEORY OF OVERLAYS.—By C. H. Cochrane. A practical treatise on the correct method of making ready half-tone cuts and forms of any kind for cylinder presses. 10 cents.

any kind for cylinder presses. 10 cents.

Overlay Knife.— Flexible, with a keen edge enabling the operator to divide a thin sheet of paper very delicately. Blade runs full length of handle, which can be cut away as knife is used. 50 cents.

Practical Guide to Embossing.— By James P. Burbank. Contains instructions for embossing by the various methods applicable to ordinary job presses, and much information not hitherto accessible. \$1.

White's Multicolor Chart contains seventy-three specimens of cover-papers of various colors, shades and qualities, on which are printed six colors of ink—black, yellow, red, blue, green and brown—colors most generally in use. 40 cents.

Editor's Note.—After an absence of nearly a year in Russia and other countries, the writer desires to announce his pleasure on again resuming the direction of this department, trusting that in doing so he may be of help to those directly interested.

COMPLAINS ABOUT TROUBLE WITH ELECTRICITY. - S. H. R., of Hamilton, Missouri, is another of the many complainants against the intrusion of electricity into the pressroom. Hear him: "We run a six-column quarto on a Potter cylinder and use ordinary news paper. For several weeks we have been troubled a great deal by electricity in the paper, which interferes with the delivery and also the handling of the papers when printed. What is the best method of remedying this?" Answer.- Store your paper in a warm place. Sprinkle the pressroom floor with boiling water, or spray it occasionally with live steam, if you can do this conveniently or at little expense. Read article on this subject in this issue by Mr. R. O. Vandercook.

MACHINE OIL ON COMPOSITION ROLLERS.—L. H. W., of Columbia, Georgia, in renewing his subscription, says: "I desire to ask a question regarding rollers. What effect has machine oil on them? When we close the pressroom we cover the plates or disk and rollers with oil. Does this preserve or injure the rollers?" Answer.-It preserves the surface and nice sensitiveness of the face of the roller. It is about the best thing we can suggest for the proper care of composition rollers in any kind of weather; besides it is easily rubbed off, and by carefully rubbing over the face with a slightly dampened sponge dipped in clean water work can be proceeded on without delay. We would recommend that the disk and form be washed off with spirits after the day's work has terminated.

PRINTING ON LEAD-PENCILS.-W. B., of Terre Haute, Indiana, wants to know the address of any one building machinery for printing on lead-pencils. He also wants information as to how such printing is done. Answer.-The necessary machinery for such work is built to order - some of the lead-pencil

makers building their own machines from special patterns. Such machines are expensive. An ordinary method is to make an electrotype; fasten this to a firm wooden table, with grooves on either side, in which a strong cover is moved backward and forward to roll the unprinted pencil over the form. These must grip the pencil firmly and press it into the letters on the electrotype. A composition ink roller and space for distributing the ink on the table is also necessary. Good quickdrying job ink is used, whether black or blue.

PRINTING TINTS ON ENAMELED PAPER. - G. W. M., of Baltimore, Maryland, says: "I read THE INLAND PRINTER, particularly its pressroom articles. A pressman by occupation, I would like to have some information as to how to work ink on the sample of paper submitted. I may add that I have used lots of different inks and ingredients on glazed paper, including copal varnish, linseed oil, litharge, japan dryer, etc., but all would rub off, just as the ink on sample does. Please give me some information on this matter." Answer.-Your sample shows that you have not exerted sufficient force of impression on the form to set the tinted ink into the fine surface of the paper. Any of the driers named by you should have held the ink to the paper if given a proper treatment on press. Try a little stronger impression when printing on highly enameled stock. Do not reduce white ink too much with thinning varnishes; rather work into it a few drops of castor oil, with about a like quantity of dammar varnish or venice turpentine.

THE "Practical Colorist" is the title of a new work issued by the Owl Press, of Burlington, Vermont, and compiled by Mr. Frederick M. Sheldon; size, imperial 8vo, of 238 pages, and bound in strong cloth; price, \$8. Partial contents of the volume embrace the following headings: Color Laws; Color Modified; Harmony of Colors; Harmony of Type; Cause and Effect; Mixing Inks; Overcoming Trials of Pressroom; Embossing; Make-ready; Rollers; Electricity in Stock; Colors in Jobwork; Colors in Newspaper Work; Three-color Processwork; One, Two, and Three Color Work, with numerous illustrations in demonstration of the texts treated upon. The "Practical Colorist" is literally a pathfinder for use in the composing and press rooms. It treats three-color processwork in detail as well as other varieties of work, and is invaluable to the young craftsman. Sample pages and full information sent on request. Agents are wanted by the publishers in every city; apply as above. The work is well worthy of ownership and should be in the hands of all in quest of up-to-date

ABOUT GOLD BRONZE ON HIGHLY GLAZED PAPER.- H. E. McC., of Los Angeles, California, writes: "Please find enclosed sample of enameled stock on which we print solid blocks or cuts. As you know, an ink of sufficient body to be indelible on this stock will tear coating off, and if I reduce the ink I destroy both the body and the sticking quality of the ink. Please inform me how I can best print these solid blocks on this coated stock, without tearing the coating off, at the rate of one thousand per hour." Answer .- Read advice given to G. W. M., of Baltimore, in this department. Especially, procure a free working yellow gold size that has been well ground and which will cost about \$1.50 a pound. Use this so that the solid block shall be covered a little fuller than if worked in black or blue ink. Apply a fairly strong impression on the solid block - just as if making ready for a solid black or blue. Carry the ink as suggested and apply the bronze while the size is moist, rubbing in the bronze with a quick, light burnishing movement. You may notice on your sample that the lines of type are immovable, simply because enough impression and size have been applied. If convenient, use glue and molasses rollers on such work.

USE OF FRENCH CHALK; JOBBER PACKING, ETC .- W. A. C., of Bishop, California, writing to us on another matter, says: "A correspondent in your January number advises the use of French chalk to prevent set-off from tympan. Having used it for years, we find it very convenient for dusting on tympan sheet after taking an impression thereon. On a long run where fresh ink from a previously printed side is pressed against a tympan, the chalk should be applied frequently to be of any use. What kind of a tympan or packing should be put on a jobber for working linen paper—say the ordinary run of typewriter letter-heads? We have tried all kinds, but have not yet found just what is best." Answer.—French chalk is handy on short runs, but for long ones we prefer an oiled sheet of glycerin, vaselin, lard or good sperm oil. Relative to make-ready for linen papers, we suggest bringing up all low places in form first by underlaying; then "spotting" over all

to be printed from gold ink. I am not satisfied with the result. It does not look like gold ink to me—it does not look like the bronzed label No. 3. Perhaps I expect too much from the ink. It dried too fast on the press, so I put into it a small quantity of ink reducer, which stopped the drying only; then I put some gold bronze on the press and run the press so as to distribute this, but without success; so I gave it up as a bad job. The ink came from a reputable firm and cost \$1.50 for a quarter-pound tube. My rollers were in good shape; the press was a No. 3 Standard. Hope you will inform me where my trouble was." Answer.—Gold ink, to be good and work freely, should be fresh, and it should always be stirred up in the can before

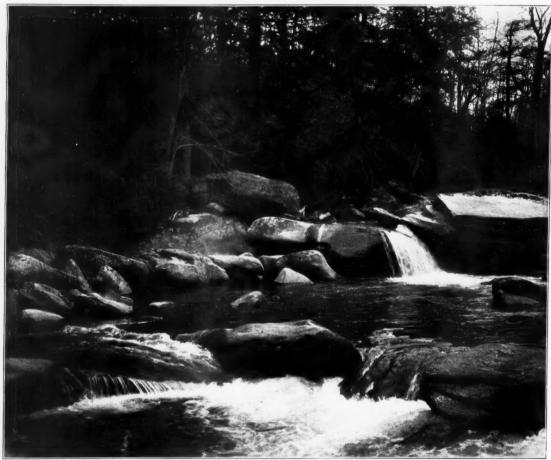


Photo by A. H. McQuilkin.

HOME OF THE TROUT, HICKORY NUT GAP, NORTH CAROLINA.

the defective parts on the tympan make-ready sheet. After this is finished, draw a hard smooth sheet over it. Let the make-ready of the tympan be hard; after all these have been attended to, raise the two or three top sheets and withdraw from under them a thin sheet of cardboard or pressboard previously put there and substitute for either about three sheets of ordinary book or good newspaper stock; draw down and fasten the tympan sheets, and the press is ready for gauge pins, etc. Use a quick-drying job black costing about \$1 a pound.

Printing with Gold Ink.—F. H. W., of Warren, Ohio, has evidently had failure as a reward for his inexperience with gold printing-ink, if we may judge by the specimens sent to us, which are indeed very bad from such ink. He says: "I enclose you samples on two kinds of paper, which are supposed

use. It was not possible to do this in a tube. Your printed impressions show a well made-ready form; but there is no gold on the paper. It is possible that the ink was not just right or that your rollers were too new or fresh to take up the gold metal and lay it on the form properly. Gold ink is made to dry with a fair degree of haste, because of its heavy metallic nature, otherwise it would be unsatisfactory. Indeed, many complain that it does not dry quick enough when printed on stock. You did wrong in mixing into it ink reducer; better had you washed up the press and rollers and applied the ink when you were ready to proceed printing the job. A few drops of glycerin would have been preferable to the ink reducer, as glycerin does not dim the luster of the gold ink. We recommend making ready the form in the usual way before applying gold ink on the press. After this has been done and paper is also ready,

take out form and distribute the ink. After replacing the form work should proceed without delay. Keep the press running, except when putting on ink, and you will have better luck next time.

STEEL - DIE STAMPING ON A PLATEN PRINTING - PRESS .-Regarding an opinion given on this subject lately, C. I. McI., of St. Louis, Missouri, writes: "In your February edition you informed a person under this department heading 'that steelplate monogram stamping could not be done on job presses.' I enclose samples of such work for inspection; the samples were made on an 8 by 12 Gordon press. I made the dies ready at noon hour and made the prints without setting the guides. Monogram work can be done on job presses as fast and equally as good as can be done on engraver's hand presses. The work is done just as steelplate pressmen do it, except that you wipe the 'tab' over the die instead of wiping the die over on the 'tab'; in other words, the pressman holds the 'tab' of paper in his hand and wipes the ink off the face of the die without taking the form from the press. It requires two persons to perform such work as spoken of - one to put the ink in the die and wipe off the face of the die, and the other to feed the stock." Answer.-The samples sent us are really equal to that done on the steelplate printing-press, and serve to show that the ramifications of the job press have not been proscribed as yet. Two other samples of similarly printed work have been sent to the editor as a further proof that steel-die printing on Gordon presses is not only possible, but (as our correspondent adds), very simple. The two samples referred to are from The H. O. Shepard Company, of Chicago. We are gratified with the result of the inaccuracy of opinion given in the February issue, for it has brought to light, in a very positive manner, the fact that superior die stamping can be done in the printing-office as well as many other branches of reproduction conversant to the letterpress pressman. It should be apparent that if embossing can be done on job presses, why not steel-die impressions? We are obliged to C. I. McI. for his prompt correction and for the clear explanation which he has furnished regarding the method of doing such work. It should be of much value to many.

ELECTRICITY IN PAPER IN THE PRESSROOM.

Considerable has been written on this subject already, which has appeared under this department heading, and doubtless much more can be contributed by the friends of the pressroom. We have lately received a very valuable remedy for freeing the pressroom from the annoyances of electricity in paper, discovered by Mr. R. O. Vandercook, president of the Evanston Press, Evanston, Illinois, which we give. Only the lack of sufficient space prevents our publishing Mr. Vandercook's full article on this subject, which he heads in his paper as a "Boon to Printers." He says:

"Circumstances forced a discovery in the *Press* office. The discovery was this: A perfect method of taking away and prevention of the accumulation of static electricity, which, at certain times and under certain conditions, makes the sheets of printing-paper adhere tightly together and makes the handling of them, on this account, very difficult and at times impossible. A number of patents using wiring devices have been patented and tried, but none have ever given complete relief. Wiring played but a very small part in the successful experiment tried in the *Press* office. The experiments brought results that in fifteen minutes took away all the electricity from the belts and the paper, and the sheets fed as easily as on the most favorable summer day. We will tell the story just as it happened in the *Press* office, and printers and electricians can follow the processes of the discovery.

"After the first side of the paper had been worked, the sheets clung to each other as if fastened by glue. The sheets did not 'give up' the electricity after lying an hour or so, as often is the case. The belts, hangers and shafting were surcharged with electricity, and cracked and snapped in a verita-

ble pyrotechnic display. To work the sheets through on the second side and through the folder would be an impossibility. A trial soon discouraged the pressman and feeder.

"It was 2 o'clock in the morning. In four hours the paper would have to be in the postoffice for the morning delivery. I was getting desperate. I went over in my mind everything I could remember had been taught me about electricity. An idea came. It was this:

"'In all cases seek to find the first cause."

"What was the first cause of the difficulty? Why was electricity always worse after the sun went down than when it was shining brightly? Why was it we were never bothered on some days? Why was it we were never bothered in summer? Why was it that on humid days we were never bothered? Why was it that the trouble always came in dry, cold weather? Why was it dry in cold weather?

"These were some of the questions that led up to the successful solution. Atmospheric conditions were the cause of the electricity. Now came the solution: Reproduce artificially in the pressroom the same atmospheric conditions that exist in summer or in a non-electric producing day and the first cause would be removed and the proposition solved.

"How was the air in the pressroom different from that of a summer day? The temperature was 70°. The only difference that could exist that would now have effect on the proposition was that the air lacked the humidity of summer. What laws of nature produce humidity and rain? Moist air coming



IN THE WILD WEST.

in contact with air of different temperature will precipitate humidity. Wet steam will make moist air; a draft of cold air will precipitate humidity from it.

"In our pressroom, to make the moist air, all that was required was to throw buckets of water over the hot-water radiators. The floor of the pressroom is of cement and the water could do no damage. A window opened slightly for a moment let a draft of cold air in the room. As the moisture gently precipitated itself all over the room, it turned the nonconducting dry air of the room into a conductor, but so slight was the precipitation that it could not be noticed on the machinery or the paper, and with its gentle fall the electricity disappeared and our troubles were over; and so will the troubles of thousands of printers from this cause be overcome.

"I said above that wiring played but a small part, but just how much of a part I am not now prepared to state. I used some wires about the same time the air was getting humid. I grounded, with pieces of wire pulled out of the wire stitcher, all the shafts, connecting the hangers by means of the wire to a water pipe. It required only a few minutes' time to do this, as a water pipe ran along the eciling. I also ran a wire from the press around the rear delivery board, twisting it about the jogger and then to a ground through a water pipe. I have

found that this wiring completely prevents the accumulation of electricity on the belts, shafting and the press itself, but does not, without the aid of proper atmospheric conditions, take

away the accumulation of electricity on the paper.

"It is not at all necessary to make moisture that would harm coated paper or rollers. The difference of humidity on a bright summer's day and on a winter's night is hardly appreciable to the senses and will not affect paper or rollers to their detriment. All that is wanted is the atmospheric conditions of a non-electric producing day.

The reason why the electricity is worse on a dark day or at night than on a bright day is simple. The sun shining on the snow or on the ground draws some moisture from it. This



AWAITING ORDERS.

slight amount of moisture is sufficient to change the atmospheric condition. Cold weather always tends to precipitate moisture from the air and make it a non-conductor. The electricity generated by friction does not then so readily pass off to the ground, but accumulates on the friction-producing bodies and discharges itself with a spark whenever it is offered a ground through a conductor quickly brought in contact.

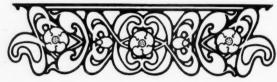
"I can readily see that in different pressrooms, different methods must be used to meet local conditions. For instance, if you should attempt to ground through a water pipe that has become charged by the proximity of a live wire, you would get worse troubles than you now have. It is evident that the methods used in artificially producing summer humidity in a pressroom must vary considerably with the local conditions.'

A NUMBER of unanswered communications will appear in next issue.

W. G. Hill and J. B. Ray, of Malden, Massachusetts, have patented (No. 668,919) an improved blanket for printingpresses, comprising a layer of sponge-rubber and a layer or layers of "rubber frictioned" textile material.

Patent No. 670,391, issued to Roy Robinson, of New Whatcom, Washington, describes a new form of feed gauge that is interesting. A central stem is fastened to the platen, preferably by suction, and three radiating legs may be arranged adjustably to serve as guides.

NOTES AND QUERIES ON THE LAWS OF COPYRIGHT



CONDUCTED BY JAMES HIBBEN.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

Notes on Copyright, Domestic and International.—By Richard T. Lancefield. Useful to the author, publisher, printer and all interested in the production and sale of books. 50 cents.

The Law of Copyright.—By Thomas E. Scrutton, M.A., LL.B., of the Middle Temple, barrister-at-law. Including the American Copyright Act, the Berne Convention, etc., with cases to date. Third edition. London: 1896.

THE QUESTION OF COPPRIGHT.— Compiled by George Haven Putman. Comprising the text of the United States Copyright Law, and a summary of the copyright laws of the chief countries, etc. Second edition. New York: 1896. \$1.75.

AUTHORS AND PUBLISHERS.— By George Haven Putman. A manual of suggestions for beginners in literature, including the text of the United States Copyright Law, with general hints to authors. Seventh edition. New York: 1897. \$1.75.

COPYRIGHT ON AN ILLUSTRATED CHART.

There have been submitted to this department the following queries:

First - "An illustrated chart giving directions for measuring men for clothes was distributed in 1898. There was nothing to indicate it was copyrighted. A firm of printers, after adaptation for certain customers, reëtched and reprinted it in 1898. In 1900 a tailoring company claimed to have obtained a copyright upon this design and threatened suit. Can this company recover?" Answer.-The statute protects the "author," inventor," and "designer," and their assigns. Nothing is better established by the courts than this principle: If the author, inventor, or designer, or their assigns, publish and distribute, or cause to be published or distributed, the result of their labors without restrictions, then there is a dedication to the public, and the right to a copyright is lost. Printing alone is not publication, but in connection with unrestricted distribution. constitutes an abandonment. Again, one holding a copyright upon matter which had been previously printed and distributed could not enforce the law for an alleged violation prior to the date of the copyright; and if it could be shown the subject copyrighted had been dedicated to the public, a suit would not lie.

Second — "Would the customer be permitted to use similar figures transposed under different numbers, and where letters are used place numbers, with cut of heads changed?" Answer. If the chart was protected by a valid copyright, and the transposition merely colorable, it would be an infringement. The subsequent compiler must not copy, but resort to independent sources or prior works which have not been copyrighted.

LAW OF PRIVACY.

There is now pending before the Appellate Division of the Supreme Court of New York a question involving the law of privacy, so called, which is of interest to the public. While strictly not within the copyright law, yet in some particulars it has a certain relation thereto.

A minor, through her guardian, brought suit against a lithographic concern and a milling company for damages for the unauthorized use of a profile likeness of the minor, by circulating and posting in stores and for advertising purposes many thousand copies thereof. Whether the likeness was made from a photograph, sketch or painting does not appear. Counsel for defendants claimed an inspection of the print would require "some stretch of the imagination to say that it is the picture of any woman's features, for it is nothing more than a study of a woman's neck and back hair." After a mas-



"The light of other days has faded And all its glories past."

—Moore,

Photo by N. Brock, Asheville, N. C.

terly review of the authorities, counsel concludes as follows: "There is no power in the courts to remedy the wrong which is the foundation of this action, and that it remains for the Legislature to create a remedy. . . . It is not clear how she could have any other property (trade-mark rights) in her features. She might, indeed, have a property right in the reproduction of her features, by virtue of a contract with the artist or photographer who made the portrait or photograph, but, as we have seen, there is not the slightest intimation in the complaint of such a right. She might also have a property right in a reproduction of her features, by virtue of the copyright laws of the United States, which now provide that both the author and the proprietor of a photograph or negative thereof shall have the sole liberty of printing, reprinting, publishing and vending the same for twenty-eight years by complying with the conditions of the law. (Sec. 4952, U. S. Rev. Stat.) But no such right is claimed by the complaint. We can not conceive of any other manner in which the plaintiff could acquire a property right in her own features. This is not a question of philological nicety. Doubtless property, in the etymological sense, is 'that which is one's own,' and it is not to be denied that one's features are one's own. So, indeed, are

graph was without the statutory notice when it entered the defendant's possession. It must appear that it was without the notice when it left the complainant's possession. . . Should the Court once establish the doctrine that the oral testimony of an infringer that he copied from a photograph not inscribed with the statutory notice is sufficient to exculpate him, is it not entirely plain that the door will be opened wide for trickery and fraud, and that the value of copyrights will be destroyed? Should the Court so hold, it will only be necessary, in the future, for infringers to purchase photographs from which the notice has been cut or erased, or which have been transferred from a copyrighted mount to a plain one. The photograph, after having been copied, is conveniently lost or destroyed, and the owner of the copyright is left remediless when confronted with the statement of the wrongdoer that the notice was absent."

INFRINGEMENT.

To what lengths some will go in order to profit by the genius and industry of others appears in another case decided by the same court. The picture of a mother and child, with the child's finger in her mouth, was copyrighted by a certain



Photo by George Stark, St. Louis, Mo.

THE FINISH

one's thoughts and emotions, but until they are expressed in the form of story or poem, they are not what the law terms broberty."

NOTICE OF COPYRIGHT.

It frequently occurs that a question is raised between litigants as to whether or not the defendant had notice of the copyright at the time reproduction was attempted. This is clearly discussed by the Circuit Court, Southern District New York. A photographer copyrighted a photograph of a prominent actress. Defendant copied it, claiming plaintiff failed to inscribe thereon the statutory notice. This raised an issue of fact. The Court said: "The testimony relating to the first defense should be scrutinized with unusual care, for the reason that the value of copyrights will be greatly impaired if such defenses are encouraged. It will be observed that the photograph from which the defendant copied the infringing device, the solar print which was subsequently colored by its artist, and the negative of the solar print, have all been lost or destroyed. The assertion that the photograph in question was without the statutory notice came from two witnesses who testified from memory only, after the lapse of a year, during which time they had examined hundreds of similar photographs. Moreover, their testimony does not agree, and the principal witness for the defendant has given two conflicting versions of the manner in which the photograph came into his possession. In the absence of the photograph itself this testimony is too uncertain to overthrow the presumptions which follow from the established facts. . . . The difficulty with the defendant's testimony is that it may be true and still the complainant, in all respects, may have complied with the statute. In other words, it is not enough to show that the photo-

photographer. The defendant copied the position, features and most of the photograph by reversing it, and changing some minor details, into advertising lithographs. The Court said: "Enough was done here by placing the persons in position and using the position assumed by the child at the proper time to produce this photograph, and the plaintiff thereby produced it. Other photographs may have been or may be taken of some other woman and child, or of this woman and her child in similar positions, or the same as near as may be, but none of them will be exactly like this. He is, and no one else can be, the author of this. The amount of labor or skill in the production does not seem to be material if the proper subject of a copyright is produced, and the producer copyrights it. The defendants have not merely copied the woman and child, as they might have done with their consent, but they have used the plaintiff's production as a guide for making others, and have thereby substantially copied it as he produced it, and infringed upon his exclusive right of copying it."

PHOTOGRAPH OF NATURAL SCENERY NOT THE SUBJECT OF COPYRIGHT.

There was decided in the Circuit Court of the District of Colorado an interesting case involving a construction of the law. The picture in question was a view of "The Palisades, Alpine Pass," with a railroad running over it and a high mountain upon the right with some snow upon it. Defendant published a copy of the same scene in a book called "Colorado in Color and Song." The original photograph was not copyrighted. Afterward plaintiff embellished it with colors, and the principal change was in the snow effect upon the mountain peak in the background and distribution of light and shade and coloring thereof in harmony with the tones affecting nature

itself. This "embellished" photo plaintiff attempted to protect under the statute. The Court said: "It is not stated how this was done otherwise than by the use of a new plate or film, and I suppose that means the use of the camera or some similar instrument. It appears to me to be only a mechanical operation, as the taking of a photograph always is." This was "not the practice of an art."

Reference was made to Lithograph Company v. Sarony, 111 U. S. 53, by plaintiff, which decided that where a photographer "had proceeded upon his own original mental conception, to which he gave visible form, by posing, selecting costumes, arranging draperies and disposing the light and shade, this showed such originality and invention as entitled him to protection."

But the Court said that case had no application to a photograph of natural scenery. I presume the Court thought where nature arranges the subject, lights and shadows, a mechanical reproduction thereof does not constitute an *art or originality* within the purview of the law.

THE FATHER OF THE "ART PRESERVATIVE" IN CANADA.

THOMAS FOX DAVIES, of Barrie, Ontario, Canada, may well be called the father of the art preservative in that portion of King Edward's domains. Though more than eighty years old, Mr. Davies still actively follows the occupation to which he was first apprenticed in 1835, and which he has followed in all the intervening years.



THOMAS F. DAVIES,
Of Barrie, Ontario — The Father of Printing in Canada.

Mr. Davies was born in Manchester, England, in September, 1820. At the age of fifteen he started to learn the printing business in the office of the Manchester and Salford Advertiser. Young Davies, as was the custom in those days, was taught every branch of the trade. He learned to set type as well as to operate the presses, and when, in 1837, the Advertiser installed the first cylinder and power press then in existence outside of London, Davies was given charge of the machine.

Mr. Davies followed up his apprenticeship with a tour of Great Britain afoot, being engaged for some time in the Oxford University Press, where he worked alongside the sons of some of the English nobility, who were required as part of their college course to learn typesetting.

Davies left his native country in 1843 and has never been back since. Arriving in New York after a six weeks' voyage,

he went immediately to Cincinnati, where he worked for some months. In the winter following he went to New Orleans, where, under the influence of a spirit of adventure, he joined a trading expedition into the country of the Choctaw Indians, and narrowly escaped losing his life in a wreck on the Red River. At another time, while engaged in alligator hunting on the Mississippi river, he was thrown into the water into the midst of a shoal of alligators, and only got out alive through the heroic efforts of his companions.

Returning to Cincinnati, he worked at the case until July, 1844, when his venturesome spirit led him to ask for an extended vacation, which he spent in a trip to Toronto, Ontario. The Toronto Globe, Toronto's oldest daily newspaper, was then in its first year. It was being printed on a hand press. Peter Brown, the owner and editor, had just closed a deal to install a secondhand cylinder Hoe press, the first of its kind in Canada. The press was then in the customhouse. Learning that Davies knew about power presses, Mr. Brown asked him to stay and superintend the erection of the machine.

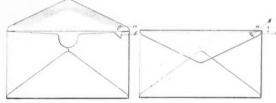
After working three years on the Globe, Davies received an overture to start a printing-office in Barrie. There was at that time no such institution north of Toronto. Davies consented. He bought his material, loaded it on an ox-cart and carted it to Barrie, taking two days to cover the sixty-four miles. As a result, the Barrie Magnet was established in August, 1847. In 1852 the name was changed to the Northern Advance, under which name it is still issued.

Seven years after its inception, Mr. Davies sold out his paper and joined in the publication of different journals which had greater or less success. Today he is setting type on the Barrie *Gazette*, and though his form is bent by many years of weary labor and his head is crowned with the snows of eighty winters, he still maintains a bright intellect, a retentive memory and a nimble hand to compose the types which has been his life-long vocation.

A NEW AND CONVENIENT ENVELOPE.

Mr. J. A. Ullman, secretary of the Sigmund Ullman Company, manufacturers of printing-inks, etc., New York, has invented and patented an envelope, an illustration of which appears herewith.

The purpose of the invention is to provide an envelope which may be opened very much more readily than those ordinarily constructed. To this end Mr. Ullman forms in the seal-



ing flap of the envelope an orifice through which may be inserted the blade of a knife or like instrument to cut open the envelope, and in order to make it more easy to insert the knife-blade he cuts a notch in the back of the envelope just under the opening, so that the knife-blade will have a clear passage into the interior of the envelope.

EVERYBODY LIKES IT.

We have read The Inland Printer for some time and think it the best thing going. No printer can afford to be without it. We have a number of friends outside of the craft, who are wide readers, and who consider your technical journal one of the most interesting magazines published, and who read it carefully every month.—Jess H. Rodgers, Wilmerding Printing Company, Wilmerding, Pennsylvania.

THAT OLD CLAY PIPE.

[There hangs in the office of the De Kalb (III.) Review an old clay pipe which was the property of Horace Greeley Hines (barring Hines is not his true name) and which he forgot to take with him when he left. Hines was an honorary member of the "tourist" guild, being withal a strange fellow. He could, with rare and equal facility, have a time with the boys at "Tim's place" or "Dinny's den," sympose with the theologians, or sit with the Bible class in Sunday-school. By reason of another unfortunate habit, Hines scarcely knew, at the case, whether he was "manipulating the silent gems of thought" or playing tag with the creatures of his fancy. Half awake, half a-doze, he "stuck type" and watched the smoke from his old clay pipe curl away upward, as if it had in it pictures not of the work-a-day world where he delved. When Hines left, he had a charming widow on the string. She lived in a town in the central part of this State, and the boys suspected that in his haste to reach her side his ancient friend and ally, the old clay pipe, was forgotten. Hence these tears. The boys of the Review office saved the pipe and "hung it up by the neck" in honor of his departure and in remembrance of lang syne.]

I.

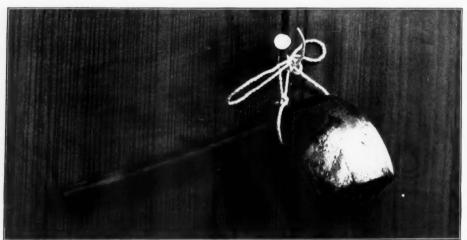
Behold this pipe, thou man of sense, Or careless thought, or cynic soul, For know ye not that Horace Hines Drew inspiration from its bowl? Might find its magic incense fraught
With power to make him "feel" and "know."
So, let it rest; though but a pipe —
A thing of clay — of simple earth,
It must remain a token still
Of where each mortal had his birth.

V.

Nay, deem it not unwise, my friend,
To scan the lesson here bespoke,—
Full oft man's most ambitious plans
Of brain or brawn go up in smoke.
And man himself, like this old pipe,
Blackened, bruis'd with crime or pelf,
Is hung up by the neck, or worse,
Courts ignominy "on the shelf."

VI.

Not always thus, my kindly friend,
Does this old pipe such lessons teach;
Sometimes it points to better things,
And valued sermons doth it preach.
It served its master, well content
In work or ease, ill time or good,—



From conection of H. W. Fay, De Kaib, Inc.

THAT OLD CLAY PIPE.

Photo by A. F. Rowley.

Nor how, in dreamy mood he saw, As upward curled its hazy smoke, Rare visions of another world Inhabited by angel folk?

H

Nor how, a-weary, worn, distraught,
Reluctant-like his fingers went,
And 'ranged the " silent gems of thought "
Line after line, with good intent —
He'd turn with childish confidence
And simple faith, both rare and ripe,
To find sufficient recompense
In this, his faithful, sooty pipe?

111.

Then stay thy hand — defile it not With impious touch, nor scowling face; 'Twere well it still remain the sign Of him who puffed it at the case. This stub-tailed pipe, so painted o'er With ebon color, glowing bright, Might well a thing of poet be To conjure with in fancy's flight;

IV

Or prophet listless, out of thought For presages of weal or woe, Its "aroma" it freely lent — Beguiled his woes in loving mood.

VII.

As in the "madding crowd" he mixed,
Or "chum'd it" with the lushful brood,
Or mingled in the Sunday-school,
And conned the lessons of the good;
No matter where, no matter when—
In wakeful day or starlight dim,
In Tim's saloon or Dinny's den,
His faithful pipe "went out" with him.

VIII.

Betimes it lingered on his lips
Unfired, but not without its sheen,
And thrilled him to the finger tips
With limpid draughts of nicotine;
Or, delving in the realm of thought,
The moment pained with misty doubt,
His languid eyes his ally sought,
With grateful ease to "smoke it out."

Thus may we find, in search of light,
To guide us in the better way,
A beacon e'en in this old pipe,
And kinship in its hardened clay.



BY HENRY W. CHEROUNY.

This department suggests and digests all available methods of obtaining living prices and living wages, and of promoting the well-being of the masters and journeymen and apprentices of the craft.

The platform which this department has been formed to support is as follows:

I.—One Typothetae, under one administration, with one central treasury.

II.—One Union, under one administration, with one central treasury.

III.—One court of arbitration and conciliation, composed of an equal number of typothetists and union men.

IV.—One scale, graded according to actual cost of living in city and country.

V.—One common rule for every workshop in the country.

VI.—Trade courts composed of an equal number of employing and employed printers in every district, to decide conflicts arising under the common scale and common rule.

 $\ensuremath{\text{VII.--}}$ One bureau of printing-trade statistics and a common labor bureau.

DISSIPATION OR CONCENTRATION OF THE POWER OF THE TRADE.

It can not be denied that the printing and publishing trades are at present developing a good deal of energy by forming societies for the improvement of their economic condition. The belief is rapidly spreading that the attainment of a number of business purposes surpasses individual strength, and the wealthiest and most prudent employers admit that some of the vital conditions of the trade must be defended by common actions.

This activity of the inextinguishable American public spirit in the business sphere of life is indeed most encouraging, and shows that the heresies of Adam Smith and Darwin with their antagonizing tendencies are losing ground among our community. But although the spirit of association is better than that of competition, it should be remembered that particularism among the various members of a trade—that is, its splitting up into numerous unions following counter purposes—is often equal to accelerated self-destruction; and it is certainly no exaggeration to say that the particularism noticeable among the members of the printing and publishing trades is sorely dissipating the economic strength.

In the first place, there exists a destructive particularism of employes and employers, which causes constant friction and is wasting that moral strength of the whole printing community which is so essential for the defense of their just share in the national dividend. The figment of an irrepressible conflict between wageworkers and profitmakers has made an awful breach in the printing community, and has enabled those in need of its services to reduce the total income of the craft to a mere existence minimum. Class pride closes the eyes of masters and journeymen to the simple truth that profits and wages come from the price of their common product, and that the defense of the price of printed matter against unjust competition requires, above all things, the elimination of every trace of class particularism. The trade can not face society with a demand for better prices without that unity which is the fruit of fair dealing among its members.

The great bodies of employing and employed printers are at present separated by a number of economic heresies. The Typothetæ was founded for the purpose of wrestling with the Union for the power of determining wages and working rules.

Too weak, however, to gain the victory in this particular endeavor, the Typothetæ involuntarily developed into something nobler than a mere club of fighters for selfish ends. It grew into an association for the promotion of friendship among master printers, and has fairly well succeeded in smoothing the animosities of competitive business life. While the Typothetæ thus fostered those indefinable trade interests which appeal to the all-embracing sympathies of the heart, rather than to the analyzing and separating functions of the brain, it virtually became the pathmaker of the defenders of trade unity.

However, there are many who sow today and expect to reap tomorrow. A number of master printers' associations sprang from the Typothetæ to begin what may be secured only at the end of long years of patient endeavor. Some propose to increase the income of the printing trades by playing a trick on estimate shoppers; others think of raising the market price of printed matter without removing the active causes which have reduced them to their present low level; and not a few endeavor to decrease the expenses of production by organizing nonunion (that is, cheap) labor bureaus. Thank God, for the benefit of the victims of this existing particularism, a metropolitan trade journal fitly proposes the formation of a society to build a home for superannuated and bankrupt master printers. Let us subscribe, for in our time of everlasting feuds none is sure to keep what is his own.

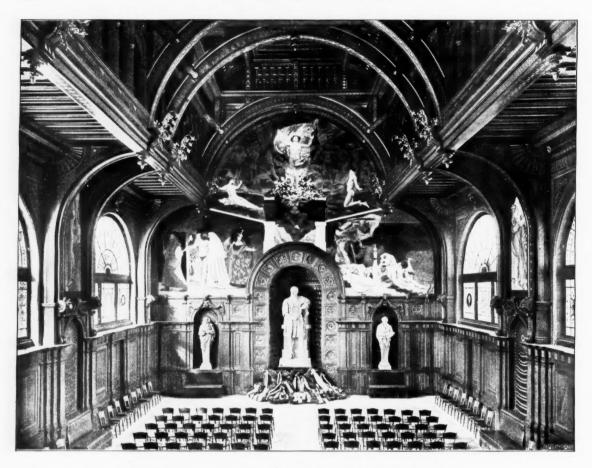
The book and newspaper publishers, who, like custom printers, derive their incomes from the production of printed matter, have also founded societies for the promotion of special interests. Their particularism is to some extent justifiable, although from a historic and economic point of view we must recognize the fact that printers and publishers have very farreaching interests in common, and ought to unite to better defend them.

The central point of attraction for all who employ journeymen printers to establish unity of action is the defense of the pay-roll. Inconsiderate union leaders, who perpetuate antiquated and suicidal policies to keep up living wages, have made the pay-roll of all printers and publishers a working-point of low-minded agitators. Unity of action in defense of an equitable wage system would not only serve individual interests, but also generate that social power which is needed to defend the price of all typographical products.

However, the printers and publishers of the United States do not yet seem to fully understand the motto of their country: *E pluribus unum*. Laboring under peculiar economic heresies, each class of printing-plant owners goes its own way and either fights or negotiates with the union. This sore of particularism dissipates the power of the plant owners and greatly improves the strategic position of each little trade union. Our workingmen, in the meantime, intensify the evils of competition and ruin the price of printed matter through disagreement on the price of labor. Country unions counteract city unions, country printers underbid city printers, and the result is the destruction of the sources from which flow the incomes of capitalists and laborers.

Full of ostentation, and wrapped up in the illusion that empty forms of arbitration without agreement on a common scale can ever establish lasting peace in their workshops, the newspaper publishers have begun negotiations with the International Typographical Union without the slightest regard of the Typothetæ. This body of representative master printers, having from the nature of things more knowledge of the intricacies of print-shop life than publishers, ought to be of right consulted on all public questions concerning right and wrong in composing and press rooms. Yet the Typothetæ has been ignored in this the first attempt of leading employers to regulate their intercourse with the Union and to establish order and justice in their workshops.

This is most distressing; but really mortifying is the fact that none of the Eastern and Western trade papers, with the



THE GUTENBERG HALL IN THE GERMAN BOOK-TRADE HOUSE AT LEIPSIC.

[A description of the German Book-Trade House at Leipsic was given in this department for April, and four views of the building and interiors were shown. This view of Gutenberg Hall will be interesting when taken in connection with the others. Particular attention is called to the invitation from the German Book-Trade Association to the employing printers and the United Typothetæ of America, printed on the editorial page of this number of The Inland Printer.—Ed.]

exception of The Inland Printer, had a word to say against this slight of the Typothetæ.

Unconscious of the progress of modern economic life, the editors of the craft do kindergarten work on the apprentice, scale and price questions, and once in a while magnify an after-dinner speech of a non-official of the Typothetæ.

"Let us run with patience the race that is set before us" namely, toward the good of that trade unity which rests on justice to ourselves and our workingmen.

OPINION OF WORKINGMEN ON THE ARBITRATION AGREEMENT.—
TYPOGRAPHICAL JOURNAL, MARCH, 1901.

I.— UNIFORMITY OF LAWS.—Alexander Spencer, of Chicago, seems to entertain rather pessimistic views of the proposed agreement, and thinks the danger of friction would be lessened if it were stipulated that all agreements between local unions and employers should conform to the laws of the International Typographical Union. What a circumbendibus! Why not empower the main body to negotiate and agree with the publishers for and instead of the many subordinate bodies, and thus directly secure equality of legislation and of the forms of arbitration in the whole trade? No law can remove the danger of friction as long as the votes of local unions can be controlled by individual idiosyncrasies, bad temper, or ignorance of facts, and as long as local majorities can interfere with the agreement of the national body. Let us have a uniform mini-

mal scale valid for the whole trade; provide for reasonable additions to meet the greater cost of living in larger cities; draw up common working rules which can be uniformly and systematically enforced in every workshop of the country. Then divest office chairmen and local executive committees of their judiciary functions, and establish in every locality printing-trade courts to decide all cases of conflict and questions of interpretation arising under agreement in a truly American style. The idea of the proposed agreement is to carry the recognized principles of justice right into our workshops, and we can not do so without adopting also the approved legal forms.

2.— Union Rules and Scales Are Contracts.—The same writer puts the question: "What is a verbal or written agreement? If members of a union are allowed to work in an establishment, and are paid the union scale, can such action be said to constitute an agreement?" I believe that the toleration of an office chairman and the payment of union wages raise the union rules and scales to the rank of contracts to which the common law in the plenitude of its power would in cases of litigation undoubtedly annex the legal obligation. I have always recognized the union, and nevertheless passed through many a fierce struggle with office chairmen and the powers behind them. The great majority of my struggles arose from questions of interpretation of recognized scales, and from union attempts to extort rights over and above those granted by the rules. Each particular difficulty, however trifling in

itself, grew fierce because there was no common judge with whose decisions both parties would abide. On one occasion I thought of instituting a friendly suit against the union, in order to teach my employes the inviolability of their own rules. Four compositors of the German union had appeared at my desk applying for work upon an unauthorized call. I told them that I had no work for them, and five minutes after coming they left the place again. For this they c'.arged \$12, a full day's pay for each man. I protested and appealed to the International. The then president, Donnelly, confirmed the bill and No. 6 was requested to execute the judgment. I took the best legal advice in New York, and was informed that I could recover, because the union rules and scales would be considered a contract, but it would cost a good deal of time and money to get a judgment. Never minding this, I had prepared the documents needed to resist this scandalous act, when an ulterior power interceded - my wife paid the bill. Thus I learned that union rules and scales are contracts and that employes can sue their unions, if they be incorporated or not.

3 .- REPRESENTATIVE TRADE BODIES .- Mr. Phillips, of Chicago, asks the question: "What and whom does the National Publishers' Association represent?" The answer is plain. As the union, being composed of the most intelligent and energetic workingmen, represents the whole class of employes, so does the Newspaper Publishers' Association represent the interests of all persons engaged in the newspaper business. Their treatment of the labor question will give the tone to the course of all others not directly affiliated with their unions. The same writer adds that "some material guarantee from the Publishers' Association and a thorough knowledge as to its membership and means of enforcing decisions should be obtained before ever thinking of signing an agreement." Where would the International Typographical Union be if it were asked to guarantee that the local unions should always live up to their agreements? This demand justifies the biblical question: "Why beholdest thou the mote that is in thy brother's eye, but considerest not the beam that is in thine own eye? Matt. vii, 3.

4.— Doubts the Sincerity of the Publishers' Associa-TION. - Spencer and Phillips doubt the sincerity of several sections of the agreement, which "have the appearance of an effort to check the growth of unionism and to create antagonism between the allied printing-trade unions." It seems to me a great wrong to impute bad motives to the Publishers' Association. Its policy is not divide et impera (divide the union, and rule), but to remove every chance of a stoppage of its works through strikes. In its anxiety to accomplish this, it has overlooked the fundamental differences between strikes which result from contrary interpretations of existing agreements and such as arise from absurd demands for entirely new terms of labor. The first class of differences requires local trade courts, capable of immediate action; the second class necessitates the creation of a national executive committee vested with the power to negotiate for the different unions and to conclude collective bargains for them. All these differences can not very well be adjusted by the crude machinery of the proposed agreement. The publishers, as well as the unions, being both desirous of substituting collective for individual bargaining, and conciliation for alienations, find themselves without a suitable organization to accomplish their good ends. Yet they proceed on the idea that if labor and capital will only meet half ways, everything else will come all right later on. This attempt to lay the foundation of a new social order on the quicksand of loosely connected trade bodies, which every wind of passion can blow in every direction, is the cause of the inconsistencies of the proposed agreement, which leads thinking journeymen to suspect bad motives. "Thou hypocrite, first cast out the beam out of thine own eye; and then shalt thou see clearly to cast out the mote out of thy brother's eye." Matt. vii, 5. Instead of throwing doubts on the motives of the employers, let the intelligent writers on the workingmen's side

of the house drop their idiosyncrasies and reorganize the printing trade. All journeymen who participate in the production of newspapers and books must present one invulnerable front. The sanctified tripartite humbug, the wretched Allied Printing Trades Council which wastes the energy of labor with keeping up the Label-Don Quixoterie, the helpless wooden idol of a national body which can not act on the Standard Rate and Normal Day, but can merely pull the string which opens the Referendum whistle through which the four hundred pygmy sovereignties merely screech, but never act in unison - all these time-honored but clownish institutions of primitive village trade-unionism must go. Before the united employers must appear one invulnerable body of employes, governed by one administration, composed of expert negotiators, backed by one common treasury. Then, indeed, employers' associations can find an authorized somebody with whom to negotiate directly and to conclude satisfactory agreements which have the quality



U. S. BATTLESHIP "ILLINOIS."

Now undergoing trial trips. (From wash drawing by Nicholas J. Quirk.)

of securing an honorable peace for the trade. As matters stand now, there is virtually no committee to speak for labor when business is meant. There is no machinery of collective bargaining or of equitable interpretations to set in motion when strikes are in view. To approach the International Typographical Union in its present distracted form requires that circumlocution and those doubtful intricacies that savor of "divide et impera!" which hinder the progress of the true peacemakers in the trade.

5.—Your Birthright for a Mess of Lentils.— President Lynch warmly pleads for the agreement, because it puts the unions on speaking terms with their employers. Arguing with the heart rather than with the head, the president virtually advises his followers to weaken their strategical positions for the sake of deliberative palavers. I would gladly join those who cry "peace at any price!" if I could only see how peace can come from a treaty which does not to the least degree touch the real cause of all dissensions—the rules and scales of local unions—but merely impairs their economic strength. The agreement is at best but a bridle on hot-headed strikers, which throws the reins into the hands of the employers. I fully agree to the bridling of the striking-energy of local unions, but never to the transfer of the reins to employers.

The association of the newspaper publishers means well enough, and intends to do what is right. But the association



FEDORA.

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can not direct the business policy of its members or their managers. As every workingmen's union has a large number of members who cover sinister motives with good union principles, so there are many publishers who will shut their eyes when their managers utilize the time given to arbitrative palayers to their own advantage. In fact, it is the duty of superintendents to make the best of every situation, and there is no wrong in saying: "We can much better arbitrate with a shackled enemy than with one who can kick!" This feature of the agreement will intensify the hatred of the workingmen and increase the bitterness of all dissensions. The compositors will impute bad motives to their employers and forget that the distracted conditions created by the agreement are apt to lead even just employers against the organization of labor. There is no peace through arbitration which unbalances the economic equality of the wageworkers and employers. Do not allow sentimental lassitude to impair the liberty and strength of the

6.—Are Employers Good Doctors to Cure the Strike Fever?—In a later paper on the agreement, President Lynch argues thus: "The number of strikes lost and the number of men displaced thereby are an emphatic argument for the adoption of the arbitration plan." The abuse of the striking power is the result of inconsiderateness of local unions. Follow the example of the great English trade unions, which corrected this evil of the antiquated local autonomy systems by forbidding local unions to strike "without first obtaining the sanction of the executive council — whether it be for a new privilege or against an encroachment on existing ones."* How would the sturdy Englishmen treat a national union president who would tell them: "Boys, you strike too much. If again you feel like striking, talk it over with your employers to cool off!"

7.— Confusion of the Ideas of "Collective Bargaining" AND "ARBITRATION."-There is another argument by President Lynch: "If arbitration is a good thing after hostilities have been declared, why is it not doubly acceptable before?" Probably the president confounds the two ideas, "collective bargaining" and "arbitration." The former is good after a strike and better before the beginning of hostilities. The latter is advisable only when there is a common contract and the issue is merely a question of interpretation. Arbitration on issues relating to future rules and scales rests on two fictions: firstly, that employers and employes could ever have identical ideas on the proper basis of future wages and rules; and secondly, that a disinterested umpire could better than interested parties define what wages and rules would be in harmony with the common ideas of employers and employes on equity in the workshops. Nonsense!

PRESIDENT MATTHEWS ON ENGLISH TRADE UNIONS.

George E. Matthews, president of the Typothetæ, in a public letter addressed to the New York Typothetæ, reiterates the old story that trade-unionism superinduces laziness, in proof of which he states "that English employers are racking their brains with the problems of how to pay two lazy men and sell their product in competition with the product of one industrious worker." American anti-trade-unionists are generally inclined to believe statements of this character, because they do not take the trouble to study the development and present state of English labor organizations.

British trade unions, unlike most American, are not organized with the idea that every small village trade club can do what it pleases in regard to wages, rules and strikes. They have long ago cast overboard the remnants of primitive trade organizations to which Americans tenaciously cling, such as local autonomy, rotation in office, and the referendum. The affairs of the great national trade amalgamations are generally conducted by elective executive committees, with permanent

The English industrial democracies have adopted this centralized form of government, not because they are indifferent to local self-government, but because they have learned by bitter experience that a national trade union must be governed like a national trust. The liberty-loving citizens of England have instituted permanent trade government, not because they favor the bureaucratic style of legislating their common affairs, but because they have found that their wages depend upon securing a uniform trade policy based on positive knowledge of the matter, which can never be acquired by officers reared in the free-and-easy, go-as-you-please, American style of trade-unionism. British common sense understands that the men at the head of important industries must come from the ranks of the working people and remain in constant touch with them, although they are required to know as much of political economy as bank presidents and statesmen. It borders on criminal levity to trust the weal and woe of thousands of workingmen's families to common agitators, as we Americans do. To a well-trained British trade-unionist it would simply be incomprehensible how a large organization like Big Six, of New York, could leave the fixing of the price of labor on the Lanston machine to an inconsiderate organizer who, quite oblivious of his responsibilities, causes the workingmen a loss of about \$200,000 through a strike of long duration.

True enough, the average laborer has a natural drift to increase wages and shorten the hours of work as much as possible. But stronger than this is his desire for steady work. The main duty of the great labor centralization is to balance these two propensities through strong trade governments directed by experts.

Lord Brassey, a large employer of great experience, once answered similar charges to those reiterated by the president of the Typothetæ. They were made in the year 1877 by Sir Edmund Beckett. The accusation was, firstly, that trade unions are combinations to do less work for given wages; secondly, that they teach the fatal doctrine that it is the business of the workingmen to do no more than the least they can be paid for. Lord Brassey, after pointing out the real causes of the then depressed state of English industry, said: "If these grave charges be in a measure true, assuredly they are not the whole truth. With regard to the second charge, if it be true that bad workmanship is advocated by the trade union, it must at least be admitted that the national reputation is still high for the production of many important articles, of a quality far superior to that obtained abroad. (Here follow examples.) The existence of trade unions must be accepted as a necessary consequence of the new phases into which productive industry has entered. We shall do more practical good by seeking to divert this important and extensive organization into a useful channel than by denouncing the inevitable."- Lord Brassey, in "H'ork and H'ages."

NOTES.

Somebody announced at a meeting of the trustees of the Brooklyn Labor Lyceum that Mr. Carnegie would give \$1,000 toward their building fund. At once the following resolution was adopted: "Resolved, That no moneys be accepted from persons known to be enemies of the labor movement." There

cabinets of well-salaried experts. Thus the best men produced by organized labor are trained for their important positions, and being enabled to devote their lives to their cause, they learn as much about their industries as American trust presidents learn about theirs. Being untrammeled by the machinations of low-minded aspirants for office, English labor leaders can follow uniform trade policies and develop plans that take years to mature. As they constantly watch the interests of their industries from an elevated point of view, they never fail to take into consideration their relation to the markets of the world. Local unions can not strike without the consent of the general office, and the question of prices is thus entirely beyond the reach of common agitators.

^{*} Note.—Words of the rules of the Amalgamated Society of Carpenters and Joiners.— See Webb's Indust. Democracy, 1899.

is something sublime in the consistency of economic hobbyhorse riders. Stupidity enhanced to exalted absurdity is food for humorists and humbuggers.

The State of New York is asked to abolish the use of small type for books, and this joke was sufficient to unite employes and employers in an attempt to frustrate this base attack on the favorite measurements of the printing craft. I wonder if they would also stand together if the legislator who presented the bill would amend it so as to forbid small type and small pony glasses at the same time.

The officials of the One-hundred and Eleventh District of the German Printers' Guild found an employer who kept seven

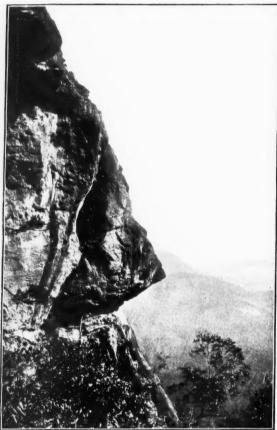


Photo by R. Henry Scadin.

NOSE END, WHITESIDE MOUNTAIN, THE SAPPHIRE COUNTRY,

apprentices to two or three journeymen. After warning the man, the guild denounced him to the Government and proved that under these circumstances the training of the boys would be neglected. The Government ordered the discharge of the four apprentices who were installed during the past year, and laid a fine of 150 marks on any employing printer keeping more than one apprentice to two journeymen.

At a general meeting of the Journeymen Printers' Union of the German empire, held January 27, 1901, it was resolved that their contract with the Employers' Union, expiring this year, should under all circumstances be renewed on account of the beneficial effect of their common scale on the printing trade in general. An attempt, however, will be made to increase the minimum of wages.

An interesting strike occurred in Leipsic. The compositors of the Volkszeitung, the official paper of the Socialistic party,

struck because the rule of discharging men according to seniority in office had been violated. The administration of the paper claimed the right of preferring journeymen who had been useful as party workers. The union stood upon its rules and refused all political consideration. Negotiations were useless and the office of the Socialistic labor party was duly "ratted."

From recent reports we note that workmen and employers of many trades are following the example set by the German Printing Guild, and unite on common rules and scales. The following trades were organized during the past year: The Berlin woodworkers, bookbinders, parquetry makers, the Frankfort bakers, Berlin turners, Dresden gold-beaters, the Staynean and Hamburg shoemakers. It is hoped that those new guild organizations will be strong enough to outlive the several business crises.

DIVIDENDS TO LABOR.—A contemporary states: "One of the bits of evidence going to show that 1900, now closing, was one of the 'fat years' was the unusually large distribution of gifts among employes. The manner of distribution and the character of the gifts have been various, but the number exceeds that of former years. In one instance the gift was a life insurance policy to each employe, the first premium being paid; in many others it was a percentage on the employes' earnings, and in yet others it was an equal sum for each worker in the employ of the donor." These are, indeed, evidences of good cheer "that ought to be strong factors in narrowing the gaps between capital and labor." But they are not. Experience teaches that Webb is correct in his statement: "An employer who desired permanently to benefit the workmen in his trade would seek in every way to promote the men's own organization, and would therefore make his own establishment a pattern to the rest in respect of the strictest possible maintenance of the standard rate of wages, hours of work, and other conditions of labor. . . . If he wished to do more for his own workmen, and could afford it, he would scrupulously avoid any departure from the standard methods of remuneration, and any form of benevolence which created any division between his workmen and their fellows. What he would do would be to offer a simple addition to the standard rate, or a simple reduction of the normal day, without any diminution of earnings." - Industrial Democracy, 552.

Several English publishing houses having branches in New York, and whose American returns last year exceeded their English returns by twenty per cent, have given the impulse to greater number of English publishers to invade America, not only with books for sale, but also with capital to establish book manufacturing plants.

The President of the French republic has decreed that a council of labor shall be organized in the city of Marseilles, in which employers, workingmen and "prud'hommes" are represented. Their duty shall be the duty of the council to give advice upon all questions bearing upon labor; to prepare reports at the request of the Minister of Commerce and Industry; to publish the current and normal length of the workday; to seek means of preventing or terminating strikes or lockouts; to prepare reports upon the division of allowances made by the public to institutions of patrons and employes; to investigate and report upon the execution of laws, decrees and orders concerning labor, and modifications which might prove beneficial thereto.

The institution of "prud'hommes"—prudent men—requires an explanation to be understood by American readers, as no similar institution exists in the United States. The "conseil des prud'hommes" has had an uninterrupted existence in Marseilles since the period of the Roman occupation. It was undisturbed by the Revolution, and dispenses justice today in very much the same way as during the time of the Roman emperors. The "conseil" is an institution essentially municipal, and has for its object the conciliation of differences between labor and capital. It judges all complaints relative to

contracts with apprentices, and, in default of express stipulation, regulates the amount of indemnity due in case of rupture of such contracts. Complaints relative to the accounts of employers, trade-marks and patents are also considered by this court. The "conseil" is composed of employers and workingmen in equal numbers, with a president and vice-president, the members thereof being elected by their fellow employers and employes. The parties to complaints presented to the "conseil des prud'hommes" plead themselves, without the intervention of attorneys.—R. P. Skinner, United States Consul at Marseilles

APHORISMS.

The real object of the arbitration agreement is twofold: Firstly, to secure the standard rate of wages and, secondly, to prevent unnecessary stoppages of work. The first object requires an agreement between the two national bodies on standard rates and working rules, so that their joint boards have bottom under their feet when they come to arbitrate cases of varying interpretation of existing contracts. The second object requires limitations, and not paralyzations, of the striking power and the placing of it where it belongs, namely, with the executive of the International Typographical Union.

The labors of the International Typographical Union are at present an endless struggle against the lethargy and weakness of local unions. Its Executive Committee should have power to adapt the national body to the exigencies of modern industrial life. Then it could begin to stop the incessant attempts of many customers of the printing craft to evade union regulations by getting their work done where workmen are not organized at all, or where they are organized on starvation rates to help their employers with the union label to the country printing.

LAUGH at the stupidity of wiseacres, but do not underestimate their performances in our employers' and workingmen's unions.

STUPIDITY is always convinced of its mental perfections. Sagacity doubts its own perceptions and distrusts its conclusions. The documents of the newspaper publishers on the arbitration agreement and the official commentaries thereon admit no doubt, but show sublime self-sufficiency. Every line proclaims: Eureka!

SMALL stupidities amuse us; great ones impel us to argue until the breath gives out; and for sublime absurdities we fight until death.

STILLNESS is not an evil. The worst of all communities to live in would be one in which the fools are deprived of the privilege to take the floor.

The endeavor to benefit society through silly means is not the greatest fault of enthusiasts and economic reformers. The least pardonable sins are committed by those who act prudently in the pursuit of silly aims. Thank God! the sins of the Arbitration Committee are not unpardonable.

Lucky for society, silliness is always as light as a feather, so that the infinitesimal small quantity of prudence usually appearing in the transactions of social bodies may still turn the scales. The grain of wisdom which is hidden in the arbitration agreement is the determination of the two strong national printing-trade bodies to put themselves on speaking terms. This will outweigh and outlast the idea of arbitration without a contract between the principals to arbitrate on.

A facetious writer says that choleric persons laugh in ha-ha; phlegmatic ones in he-he; melancholical in hi-hi; sanguinary in ho-ho; and hypochondriac hysterical persons laugh in hu-hu. I do not know if this proposition is true or not; but I am sure that the world will laugh in all vowels when they shall hear of two national trade unions who tried to make a contract evading agreement on the subject matter of all contracts—the consideration for certain forbearances and performances.

STRIKES are for the business community what wars are for states. Both are crimes, if not caused by absolute necessity.

The present organization of English labor is the result of more than one hundred years' of incessant brainwork. Who dares say that their complete elimination of competition for wages which is the net result of this mental exertion of a civilized nation is an artificial or unnatural result. It is an outcome of the love of liberty which has since thousands of years distinguished nations of Indo-Germanic blood.

Mottoes for arbitration committees: "Whatsoever thou takest in hand, remember the end, and thou shalt never do amiss." Eccles. vii, 36. Or, as enlightened reformers generally dislike the Old Book, let them take this: "Quidquid agis, prudenter agas, et respico finem." (Whatsoever you do, do it prudently and think of the end.) What can be the end of an arbitration agreement which agrees on nothing but a modus operandi to paralyze the one party of the contract and to turn the questions at issue over to strangers, who can never sympathize with both parties?

NEED IT EVERY DAY.

We can not keep shop successfully without the monthly help of The Inland Printer.—Anslow Brothers, The Union Advocate, Newcastle, New Brunswick.

NOTES AND QUERIES ON ELECTROTYPING AND STEREOTYPING



CONDUCTED BY C. S. PARTRIDGE

Correspondence relating to this department is respectfully invited from electrotypers, stereotypers and others. Individual experiences in any way pertaining to the trade are solicited. Inquirles will receive prompt attention. Differences of opinion regarding answers given by the editor will receive respectful consideration.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

ELECTROTYPING.— By C. S. Partridge. Its chapters include: Historical Review—The Battery—The Dynamo—The Bath—Steel, Brass and Nickel Baths—Management of Baths—Agitation of Baths—Measuring Instruments—Preparation of Work—Molding—Building—Metalizing—The Conductors—Depositing—Casting—Finishing—Trimming and Routing—Revising—Blocking—The Invention of Electrotyping. Full cloth; 150 pages. \$1.50.

cloth; 150 pages. \$1.50.

STREEGYPTHIG.— By C. S. Partridge. This is the only book devoted exclusively to papier-maché stereotyping which has ever been published, and is an exhaustive treatise of the subject, containing detailed descriptions of all the best methods of work in present use, including Cold Process, instructions for operating the Rolling Machine, Paste Recipes, Metal Formulæ, Hints for the Protection of Type, Suggestions for the Operating and Care of Machinery, Instructions for Grinding Tools, and a complete list of unexpired patents pertaining to Stereotyping Methods and Machinery, including number of patent, date of issue and name of inventor. 140 pages, 6 by 8½ inches; 50 illustrations. \$1.50.

AGITATOR PIPES .- K. J. H. writes: "Will you kindly answer through your interesting column in THE INLAND PRINTER the following questions: (1) What size blower is generally used in cooling backing pans? (2) What is the best plan for laying air pipe in bottom of depositing vat, to be used for agitating solution? Which way is preferable, across the vat or in the direction of its length? And how many times would it be considered best to coil pipe across, or the length of a vat 5 by 21/2? How far apart should the holes in pipe be? Am asking these questions so as to be sure and have things right the first time. I will be extremely obliged if you will answer these questions and will thank you sincerely for this and other past favors you have kindly shown to me." Answer. A 14-inch blower is a suitable size for cooling backing pans. (2) A single length of 3/4-inch lead pipe extending from end to end of your vat is sufficient. It should be located directly under the center of your anodes and molds and should be perforated every two inches of its length. The perforations should be about 1-32 of an inch in diameter. A pressure of one to two pounds per square inch should be maintained.

STEREOTYPE MOLDS .- K. S. G. writes: "Will you kindly give a novice some information in the columns of your valuable paper? I do not want to beat in the paper matrix (for stereotyping) with a brush, because I want to save my type. Could I not perhaps use a small hand press and put over the matrix paper either (a) heavy blankets, (b) ozokerite wax slab, (c) roller composition slab, and thus secure a mold?" Answer.-There are only two methods of making papiermaché molds for stereotyping. (1) The beating process by which the paper is beaten into the type with heavy brushes, and (2) the roller process, by which the impression is obtained by passing the form under a pressure roller, first covering the mat with a felt blanket. The second process is now quite generally employed by the city daily papers, not because it is less wearing on type, but because it is more rapid than the brush method. Many attempts have been made to produce stereo molds by direct pressure, as, for instance, by means of a hydraulic or toggle press, in the same manner that stereo molds in clay are made, but so far as the writer has knowledge, such attempts have always resulted in failure owing to the

nature of the material employed. To produce a mold successfully by such means, the material must be plastic, like clay, wax or ozokerite. It may be possible to obtain a mold in a wax or composition slab, faced with paper as you suggest, but it would not be possible to cast a stereotype from such a mold for the reason that the material composing the mold would be instantly reduced to liquid form by contact with the metal. Stereo molds may be made in clay or plaster with less injury to type than by the papier-maché process, but both of these methods are tedious and are seldom employed.

Embossing Plates.-W. J. D. writes as follows: "We are making experiments in our electrotype foundry with the view of producing a better class of embossing plates than we have heretofore used. We have recently been experimenting by using leather belting in which to make the first impression, and when dry locking up the leather on a block to make the reverse impression on the wax; this gives us a good, clean die, but the process of drying the leather shrinks it. We have also tried to make the reverse or lower die by coating the electrotype plate with shellac and blackleading the surface and building the shell directly on the original electrotype. The difficulty in securing an absolutely even surface renders this process a somewhat uncertain and very unsatisfactory one, inasmuch as we find it difficult in separating the shell from the electrotype in which it is built. If you have any works covering the point of making embossing plates, dies, etc., I should be glad to have it; also would like to know what material is used to take the female, or reverse impression." Answer.- If your male die is an electrotype, clean it carefully and then flow over it a solution made by dissolving a piece of wax the size of a hazelnut in half a pint of benzine. This will produce a film of wax on the electrotype sufficient to prevent adhesion, but will not stop deposition of copper. If your male is a wood engraving or other non-conducting material, make an electrotype first and then proceed as before. The shells should be made extra heavy. If the female becomes warped or distorted in "backing up," put the two plates together and subject them to a squeeze in the molding press.

WANTS TO LEARN ZINC ETCHING.—A Glasgow inquirer writes as follows: "I may be doing something unusual when asking your attention to the following subjects, but I have the excuse of necessity for the first and your good nature may admit the second: (1) I am a newspaper stereotyper and likely to suffer in my situation if I fail to learn zincography, and there are no facilities here. Would you kindly give the name of the best book on subject that you know of; also names of publishers and price? My employers want their zincos done on the premises and we do both a daily and a weekly, so one that makes news work its object will be most suitable. (2) Some years since I invented what experience has proved very useful - gauges for casting type-high or block-high (with a little modification they cast both heights). The set I use casts from one to four columns and always exact to breadth, and, of course, at the bottom end without variation; also they are well balanced and handy for use. In your country such improvements seem to be recognized, whereas here there is great annoyance and some risk. So I would be pleased to send patterns to any manufacturers you might name." Answer.-To learn zinc etching without a teacher is not an easy proposition, even with the best of printed instructions to guide you. You can get a very good general idea of the subject and also much valuable information from the books which have been published, but it is safe to say that your employers would save money by securing the services of a practical, experienced etcher rather than to make a jackof-all-trades of one man. Admitting that you have unusual ability and would be quick to grasp the principles involved, yet to be a successful etcher you must possess skill which comes only from practice or experience. To acquire it would mean the expenditure of much time and material, both of which are

expensive. We would advise you to read Mr. H. Jenkins's book on photoengraving, which is sold by The Inland Printer. If you will send us drawings of your casting-box gauges, we will place them for you to the best of our ability.

SMUTTY HALF-TONES.—The following letter comes from a Maine correspondent: "Find enclosed under separate wrapper part of our Saturday paper with a few half-tones of which I wish you would please tell me wherein the fault lies in this particular case. Why do the half-tones look so smutty and ragged? They are etched sharp and deep, making fine impres-



Photo by R. Henry Scadin.

CANON OF THE WHITEWATER RIVER, THE SAPPHIRE COUNTRY, NORTH CAROLINA.

sions direct from the plates. But they have been stereotyped. They are raised about 2 points higher than the type matter when in the form. How should half-tones be treated in a daily paper on a fast press? Should they be oiled like balance of type? How high should they be?" Answer.—The appearance of your paper indicates that the trouble is due to poor paper, bad ink and indifferent presswork, rather than to any defects in the half-tones. The type surrounding the engravings is fully as smutty as the pictures. You can not expect to make half-tones print any better than your type. You are evidently using about a 65-line screen, which is all right for your class of work. Your etchings are no doubt sharp and clear, and probably are stereotyped well, but it is impossible to make a halftone so deep that it will not fill up with the fuzz of cheap print paper combined with muddy ink. To work half-tones successfully requires care all along the line, not only in making the originals and the duplicates, but in presswork and in the selection of paper and ink. It is impossible to say without seeing them whether the stereotypes could be improved or not,

but you can easily determine that point by trying the experiment of printing them on good paper, or you can insert a few of the originals in your stereotype plates and print them under the same conditions as at present. You would probably find that the originals will print no better than the stereotypes. B. & O. Myers, of New York, make a special grade of matrix paper for stereotyping half-tones, which is preferable to the usual quality, as it is a soft, short fiber which takes the shadings better than a harder paper. Half-tones do not require oiling; the mat will stick to them better if the oiling is dispensed with. That is to say, the mat will be less likely to puff up and double. They should be made exactly type-high. A recent number of The Inland Printer contained a half-tone printed from a stereotype made by the writer, which shows that stereotypes will print all right on good paper.

TYPEFOUNDERS AND TYPEFOUNDING IN AMERICA.

BY WILLIAM E. LOY.

NO. X .- JAMES CONNER.

THE originator of the business variously known as Conner's Type Foundry and the United States Type Foundry, was James Conner. This gentleman was born in Duchess county, New York, near Hyde Park, April 22, 1798. At the age of thirteen, or in 1811, he went as an apprentice to the printing business, having been duly indentured to Samuel Bowman, publisher of the Public Advertiser, in New York city. Later his indentures were canceled and he worked in the offices of several printers of the period in that city, being so engaged for several years. While in the office of John Watts, an Englishman, and the first stereotyper in America, he learned the elements of the stereotyper's trade, and he soon became expert in that occupation. On the promise of a large salary he moved to Boston, where he took charge of a stereotype foundry, and here by strict economy and industry he accumulated the sum of \$3,000. With that sum Mr. Conner returned to New York early in 1827, and soon after he opened a stereotype foundry. At first he gave his attention to stereotyping large type-faces for printers' use, which he mounted on wood, and this proving a success, he determined to open a typefoundry.

Mr. Conner's career as a stereotyper was a prosperous one, and many of the plates made for the American Bible Society were from his foundry. He made the plates for a large-type edition of the New Testament, said to be the first American edition. One of his early sets of plates of the Bible was a nonpareil 12mo, the sixtieth edition of which, bearing the date of 1829, is before the writer, bearing the imprint of D. Fanshaw, a noted printer of that time. The impression is an excellent one, though the hair-lines show feebly or not at all. This may be due to the cut or condition of the type, the method of the stereotyper, or to wear at the press. Besides working for printers and publishers, he did some publishing on his own account, and earned a reputation by his folio edition of the Bible. His publishing ventures were for the most part popular works for which he saw there would be a steady demand, and included Maunder's "Treasury of Knowledge" and one or more editions of Shakespeare.

When it was decided by Mr. Conner to open a typefoundry, he did not meet with encouragement from the other typefounders in New York, but he sought for a practical man to assist him, and he was fortunate in securing the services of Edwin Starr, one of the best in the country. The building up of the foundry, and the subsequent experiments made with a view to the improvement of the operations of typefounding, were sometimes at the suggestion of Mr. Starr. He was an excellent cutter, and among their first productions appeared the series of lightface romans, which at once brought the new foundry into prominence. The advantages of this series were judiciously set forth as being "easier to read, taking less ink, in stereotyping easier to mold, and requiring less labor from the press-

man." While these points seem to a certain extent sustained, on the other hand the type was not durable. It was probably as durable as most of the type of that day, which was generally characterized by a hair-line of knife-like sharpness, though the body-marks of the letter were strong. Had the printer thrown out the older type when the hair-lines failed, as would have been done later, the work of that period would compare favorably with the printing of the present day.

Among the important improvements and experiments conducted during the active career of Mr. Conner, none was more valuable than his discovery of a method of making matrices by the electrotype process. Previous to his efforts in this direction, two chemists in New York had experimented to produce a facsimile of a copper plate to be used in a magazine. In the course of Mr. Conner's experimenting he took a long primer capital T and inserted it through a stereotype plate. This was attached to a copper wire by soldering, zinc was attached to the other end of the wire, a weak solution of sulphuric acid was placed in a vessel, and in a similar vessel a solution of sulphate of copper, or blue vitriol. Then the matrix was placed in one vessel and the piece of zinc in the other, when the process of extracting the copper from the sulphate began and the copper was deposited on the intended matrix. This experiment was followed by others, various difficulties were overcome, until finally a complete alphabet of an ornamental type was successfully electrotyped. Before the death of Mr. Conner, which occurred May 30, 1861, there were several thousand of such matrices in successful use in his foundry.

Thus the rapid and inexpensive method of multiplying matrices acted as a stimulant to the typefounding business in America, and incidentally to the development of printing. After the death of James Conner, the foundry was conducted for years by his two sons, James Madison Conner and William Crawford Conner.

THE "PI" LINE.

By the courtesy of W. S. Warford, foreman of the Indianapolis Sun, The Inland Printer is favored with the following verses by Mr. Edward Singer, of the Sun staff. Many readers who have been aggravated by the recurrence of the "pi" line will consider that Mr. Singer sings to some purpose:

THE "PI" LINE.

When you start to read a story,
And your energies you bend
In a tense and rapt attention
To the interesting end,
Don't it jar you, don't it thrill you
With a rare ecstatic bliss,
When there's sandwiched in the story
A line
like
this:

Gilbert's knife glittered and described a semi-circle in the air, but as his arm shot downradwhte vbgkq xzfiflfffi cmfwyp etaoinaoindlu

It's the "pi" line of the printer,
Which will happen to the best,
And no "make-up" man has ever
Yet been found to stand the test;
For in spite of all endeavors,
Sometimes they are bound to miss,
And an interesting story's
Spoiled
like

like this:

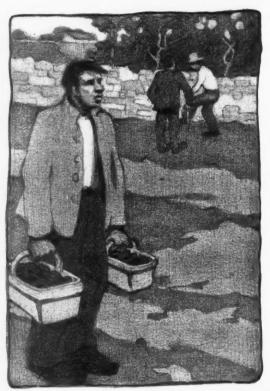
Washington, March 22, 1901.—It is reported that the situation in the Philippines is eroiuse shrdlu emfwyp vhgkqj etaoin etainoluu
—Edward Singer.

A NECESSITY IN THE PRINTING BUSINESS.

We could not think of doing business without The Inland Printer.—Forbes & Reynolds, The Sun, Quarryville, Pennsylvania.



Subject: "Hark, hark, the dogs do bark." Drawn by Mrs. M. M. Chase.



Subject: "Harvesters." Drawn by John W. Norton.



Subject: Keats' "Isabella." Drawn by W. Hagerman.



Subject: "Hark, hark, the dogs do bark." Drawn by Walter Rowe.

CLASSES IN COMPOSITION AT THE ART INSTITUTE OF CHICAGO.

HILE composition has always been a factor in all artistic production, not until quite recently has the subject been presented in the art schools as a study. Among our American schools none has given the matter more systematic attention than the Art Institute of Chicago. The composition classes in the Institute, working under the direction of Mr. Fred Richardson, have achieved in a very short time a highly creditable degree of success. Mr. Richardson as a worker needs little introduction. That he is equally successful as a teacher is evidenced by nothing better than the work of the students under his instruction. A few examples of recent work of the students are reproduced herewith. These drawings were only sketches and were made on paper poorly suited for reproduction, but nevertheless the cuts will show what the classes are doing.

The work has been taken up and treated from the fundamental standpoint. Balance of mass and color, proportion, line, feeling—all those features which give a work its artistic value—are carefully considered, and the principles applied to the practical working out of problems assigned to the class. It is due to this thorough and serious study of the problem that the work of the more advanced students shows such decided decorative tendencies, a quality which is Leginning to be recognized in the field of illustration. Yet under all, without losing the artistic, their aim is to be practical. The class has just finished a series of illustrations interpreting Keats' "Isabella," and the results have been so satisfactory and the training of such value to the students that similar problems are to be taken up in the future.

In addition to this special work with the illustration class, Mr. Richardson also has charge of the classes in color composition. The classes are all enthusiastic, the work done is highly individual, and no small amount of credit is due Mr. Richardson for the interest he has aroused among the students.

"CINCINNATI THE QUEEN CITY."

Under the above title a very handsome souvenir book has been issued by Mr. George W. Engelhardt. It is published by authority of the Chamber of Commerce and Merchants'



Drawn by Max Knowles, Art Institute of Chicago.

Exchange and other public bodies of that city, and as stated in the introduction, bears the official sanction of these bodies. The purpose of the work is to show the salient features, commercial particularly, the advantages and attractions, the prosperity and promise of the Queen City of today. These are presented in excellent shape, with illustrations peculiarly applicable to the text. The first chapter opens with a historical review of the city, this being followed by chapters on the city government, the schools, institutions, commercial organizations, financial interests, transportation and business generally. Following this is a professional chapter in which the lawyers, accountants and architects are referred to. The book is remarkable not only from the interesting matter and illustrations it contains, but from the fact that it is a gem typograph-



Subject: "Soap-Rubbles." Drawn by Harry M. Craig.



Subject: "Mary and Martha."
Drawn by Belle Silviera.



Subject: Keats' "Isabella." Drawn by Isabelle Temple.

ically. Printed upon an excellent quality of half-tone paper by the Ebbert & Richardson Company, one of the best-known printing firms in that city, it is indeed a pleasure to look over such a fine specimen of work. The citizens of Cincinnati have good reason to be proud of the book, and every one connected with the production of the souvenir is to be congratulated on the fine volume. The work contains some two hundred and fifty pages, is elegantly bound in cover of tasty design on which appears the seal of the city, is gilt-edged, and altogether is a volume worthy of a place upon the center-table of any home. Mr. Englehardt has produced books pertaining to other large cities along the same lines as the Cincinnati book, but judging from the kind reception the present work has received on the part of the citizens of Cincinnati, it is doubtful whether any of the others have surpassed it.

CONVENTIONALIZED DESIGNS.

Design is based on nature and natural forms. The stencil designs shown on the opposite page conventionalize the carnation. The students first made preliminary studies of the flower, then arranged to conform these to the design. It is interesting to note how different minds treat the same subject. The work was done at the Art Academy of Chicago, under the direction of Mr. Walt M. DeKalb, and with one or two exceptions is the first attempt of the students at design. The class includes the history, grammar and composition of ornament. There will be found suggestions for borders for typographic uses in just such work as this.



Photo by P. Honey Scadin

WHITESIDE MOUNTAIN FROM GRIMSHAW'S CASCADE, THE SAPPHIRE COUNTRY, NORTH CAROLINA.

NOTES AND QUERIES ON LITHOGRAPHY

RV F. F. WAGNER.

Correspondence relating to this department is respectfully invited from lithographers, lithographic artists, and others interested. Individual experiences in any way pertaining to the trade are solicited. Differences of opinion regarding answers given by the editor will receive respectful consideration. Mark letters and samples plainly E, F, Wagner, 69 Schenck Avenue, Brooklyn, New York.

For Counter-etching on Aluminum Plate.—Dissolve 6½ ounces crystal alum in 3 pints of water; add 3½ ounces chloride of magnesium; then add ¾ ounce con. ammonia and ⅓ ounce absolute alcohol. Cool the solution and add 1 ounce con. acetic acid by gradually heating. After cooling again, add 3½ pints of water.

Double Transfer.—Mr. P. H. L., New York.—The clipping you sent describing new patent (?) art of photolitho printing is nothing more than what was called years ago retransferring or double transfer. A transfer of a tint design is made to a stone. Upon this transfer is made another transfer, and on this can be made still another. The whole three transfers can be printed at once.

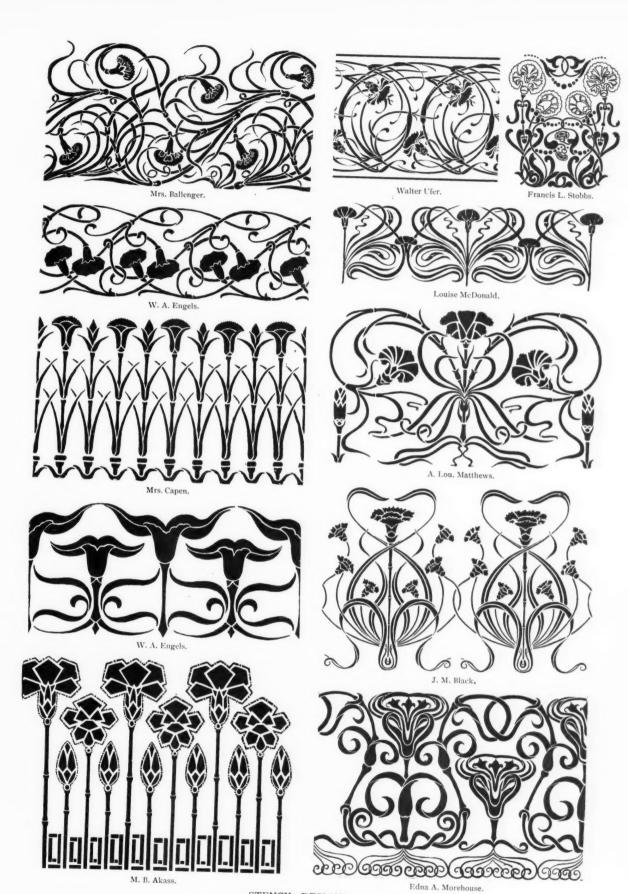
TO MAKE THE STICKING-UP SHEET HOLD FAST ON ZINC PLATE IN COLOR OR REGISTER WORK.—Various pastes are sold to make paper stick fast on metal. The agent employed in such pastes is usually borax or alum. If one of these substances is added to starch or flour-paste, the adhesive quality is advanced at least fifty per cent. It also prevents the same from becoming sour. The metal must be clean.

A New Rubbing-up Solution.—John J. Schepp, New York, has taken out letters patent for a new rubbing-up solution to be mixed with litho ink. The same consists of 10 parts beeswax, 60 parts lard, 20 parts tallow, 2 parts oil of lavender, 8 parts starch. The combination seems, if mixed with one-half of printing-ink, to produce a strong rubbing-up solution for the purpose of charging a transfer with an acid-resist of superior strength.

Suggestion for a New Invention on Litho Ruling Machines.—J. K. Apprentice, Baltimore, Maryland, writes: "I have noted the trouble of D., New York city, in stopping at the proper place on the ruling machine. Now, I have the same trouble. Sometimes the diamond jumps, as it slides too fast over the work, and I am apt to run it into some other work. I think it would be a good thing for some machinist to invent an attachment to act as a brake, so that it could be easily regulated by the hand moving the carriage."

CAN COPYING-INK BE PRINTED ON THE LITHO PRESS.—A correspondent, J. L. K., from Syracuse, New York, sends specimen of prints executed with copying-ink. He wishes to know if this work is done on the litho or type press. Answer. The specimen was done on the type press. Either very old, greasy rollers are used, or rubber rollers take the place of the gum rollers. The litho method, on account of the water used, can not very well print the aniline dye which is mixed in glycerin, as the water causes the ink to flow. Although I have not had occasion to prove the question, it seems to me that it would be a useless task to try and print a regular copying-ink successfully from dampened litho plate or stone.

IMITATION OF INLAID WOODWORK BY LITHOGRAPHY.— C. K., Troy, New York, writes: "I notice in your April issue that lithography can be used to decorate woodwork. How would it do to imitate the fine inlaid woodwork, representing flowers, animals, landscapes, etc., often executed by artistic carvers in different colored woods? Could you name a firm who would



STENCIL DESIGNS.

Drawn by members of the class in design of the Art Academy of Chicago. (See opposite page.)

do such work?" Answer.— Most any respectable litho house would do this work. Imitation inlaid work of this description has been done for many years past by lithography, and a good, durable product it is. The picture, after having been set or glued in a suitable depression upon the wood, is lacquered and treated so as to closely resemble inlaid work. The paper used is a sort of parchment.

Printing on Aluminum Sheets.—G. C., new subscriber, Victoria, British Columbia, writes: "Having obtained on aluminum sheets some very pretty specimens of lithographic



U. S. BATTLESHIP "OHIO."

To be launched May 18 at San Francisco. (From drawing by Nicholas J. Quirk.)

printing from Paris — work which, no doubt, is also done in America — I would like you to give formula for mixing colors so that I could also do such printing from stone." Answer.— The printing upon thin aluminum sheets for artistic or commercial purposes is coming in vogue, and with the cheapening of the plate will soon be general, we believe. It presents otherwise no difficulties. The same colors and methods are employed, but if printed upon the steam press the rubber cylinder is employed. Like the printing on tin, the work can be dried in an oven, or the ink affected through heat, by adding glazing salts, which will flow by melting and become more or less indestructible.

"Gumming-out" Upon Crayon Work in Drawing Upon Aluminum Plate.—S. S., Brooklyn, New York, asks: "I have tried to gum-out a design shape, after I made a flat tint, for a fashion plate. I did not want the ornaments to come up white, but I wanted to draw over the gum so as to have the ornament look out light gray on a deep gray background; but the gum all peeled off and took my crayon work along with it, which was under it, and now the plate is spoiled because the ornament is white instead of gray." Answer.—This could have happened only on zinc or aluminum plate; the crayon after once touching the lithographic stone would not have peeled off. But the effect you describe would occur if tried on metal plate for the reason that the metal would not be as susceptible in holding the grease of the crayon, so the gum takes a firmer hold upon the same and tears it away. When doing such

"stopping-out" upon metal crayon work, use gamboge instead of gum arabic.

Modern Lithography.— By modern lithography we mean a combination of improved mechanical means applied to the rapid, artistic execution of drawings on stone, so as to render the plates for a certain piece of colorwork cheaper, not only in the lesser time spent in their individual execution, but also in the reduced number of color-plates, which produce a maximum variety of colors and combinations, costing less money to print. This procedure creates a vast difference between old and new methods, saves an abundant amount of work, and gives employment to many hands at fair wages. Were it not for these new methods, lithography would have no standing in the industries today. Some of the factors which constitute modern lithography, distinguishing it from old-time methods, are, in their proper order: Inkable films, air brush, photolitho, halftone, lithographic, rotary and multicolor presses.

RELATIVE ANTIQUITY OF METAL AND WOOD ENGRAVING .-J. W. N., Syracuse, New York, writes: "In an article in some paper on metallurgy you mention the relative antiquity of wood engraving over metal engraving. You speak of the greater antiquity of wood engraving, etc. Now, I can speak on pretty good authority when I say that the first printing from wood block was not later than the middle of the fourteenth century. The first metal type was made about the year 1455, but seal and die engraving was practiced among the Assyrians and in ancient Rome." Answer.-We do not wish to apologize for any inaccuracy made in this cloudy matter. We have not even the time to read the article in question that has been attributed to the manager of this department, but we have pretty positive proof that, besides seal engraving, ancient Rome has produced some very fair, up-to-date half-tone work. This seems of greater importance to us. Let us invite controversies dealing with present-day subjects.

IMITATING LITHO COMMERCIAL ENGRAVING ON THE TYPE Press .- C. B., Boston, Massachusetts, writes: "Would you be kind enough to tell me how the shading of letters, ruling of panels, clouding, etc., is done on type-press plates, so closely resembling litho commercial engraving?" Answer.—The lettering is drawn on a large scale, say one-third or double the size of the original, upon Reynolds best bristol board (thick), with waterproof india-ink. Then the white places are stopped out with a solution of white of egg, or some such easily soluble, gummy substance, colored enough to show where it is placed. Then an inked-up film, suitable to the intended reduction, is laid over it and rubbed down. After the drawing has been held under the tap to dissolve the albumen, the places where it was originally placed will appear perfectly white. Judicious touching up, etc., will cause a carefully prepared drawing (after photoengraving) to yield a fine piece of work for type-press printing. Another method, giving still finer results, but with greater expense, is the litho or copperplate engraving transferred lithographically for photoengraving. For script and other isolated, hair-line work, the cerotype process is the best.

FREAK PRINTING PROCESSES.—Phil H., Oneida, New York, writes, in the most confiding mood, about a printing process invented by himself, and makes several tempting offers of "pushing the matter" to a patent, etc. Would express my gratitude at his trust in myself, also thanks at the prospect of the riches, but must decline on the grounds of other pressing business and the lack of faith in speedy success. Although I wish it not to be understood that he may not succeed because I doubt; he may see farther than I. I only base my conclusions on the knowledge of the following few of such similar processes, which leads me to think his is not patentable: Take a machine for printing on matches, printing on carridges, printing legends on cigars, and on stockings, corks and pencils; printing on cans and buckets, broom handles and cigar boxes, all telling an impressive tale. Collars and cuffs are printed

and gelatin capsules are impressed with their maker's name. The sidewalks are not even spared, for a recent invention prints from a bicycle as the rider flies along, the operator cleaning the road in front from dust by a blower. All these printing machines are special contrivances, but how rich the makers were made is not known. Still, write to the Patent Office for what has been tried so far. The knowledge obtained this way is often valuable. Do not be discouraged because of my shortcomings.

A QUESTION ON SIZE OF REDUCTION OR ENLARGEMENT .-Specifying the size for reducing or enlarging photoengraving, "Customer," New York, writes: "It has been mutually agreed between my engraver and myself to ask you to decide a question which causes us much trouble. The facts are these: I had written the directions upon a diagram, 'reduce one-half in size.' The original was 10 by 15 inches. The engraving was made 5 by 71/2, just one-quarter of the original. The engraver claims that it is right. I claim he should have taken the number of square inches (150) contained in the diagram, and divide by 2, which would give the size I desired, namely, 71/2 by 10." Answer.—Such questions as these are always decided by usage in the special trades to which they apply. A photoengraver does not deal with space as would a stone mason or thermo expert. To him the well-rounded drawing of a sphere is a flat disk, like your diagram; it is a geometrical projection, and he calculates by one dimension, either height or breadth. If the drawing of a sphere is 6 inches in liameter, the half would be 3 inches, as the camera reduces everything in proportion. If a simple line drawn with the pen 10 inches long is to be reduced one-half, it would be taken for granted that 5 inches would be the result at the photoengraver's hands, not 71/2. If this applies to the drawing of a man or a lamp-post, it must also apply to a diagram, unless you direct the engraver to find out what area is contained in a given drawing, and that the reduction should consider not only one dimension, but two. The best way is to be specific and give the size in inches or by marking.

THE AMERICAN SALON .- Russell Sage, in the New York Journal, emphasizes, from his standpoint, the great commercial good which would occur from the establishment of an art center like the one proposed here at the metropolis. After citing numerous reasons, all conceived through the eye of the merchant and moneymaker, he concludes his able appeal thus: "The proposal to have such a show every year is exceedingly attractive. The only argument to be advanced against great expositions, such as the World's Fair, in Chicago, and the recent one in Paris, namely, that the 'business activity is followed by a period of depression,' is lacking here when it is proposed to hold the exhibition every year. It would become a regular tonic of the business system. Out-of-town people would make the time of the art exhibition their season for visiting the city. Those who had been planning, perhaps for a long time, to come, would be induced to make the trip by the extra attraction. Our merchants are liberal, enterprising, and they love New York. No long argument would be necessary to convince them of the merits of a large and truly worthy annual art exhibition. They would be quick to see the stimulus such an affair would give to their trade and they would realize the benefit it would be to the city at large. These things make me feel quite sure that no great trouble would be experienced in raising the funds necessary to make the proposed exhibition a complete and gratifying success." Walter MacEwen, speaking on the same subject, says: "Great epochs in history and art, like the Renaissance period, have been brought about by a demand for art, and when the American people demand it, their artists will not be found wanting. If our Government, national, State and municipal, can not be induced to patronize art, at least the people can be awakened by means of a great salon." Walter MacEwen is the secretary of the Paris Society American Artists.

POSTAL INFORMATION FOR PRINTERS AND THE PUBLIC



CONDUCTED BY " POSTE."

Under this heading will be presented each month information respecting the mailing of matter of every kind. Questions will be answered, with a view to assist printers and other readers. Letters for this department should be plainly marked "Poste" and sent to The Inland Printer, Chicago.

POSTAGE TO CUBA.—The United States domestic rates of postage and classification now apply to all mail matter passing between the United States and Cuba. The new rule went into effect April 1.

Cashing Money Orders.—In order to protect itself from the growing tendency to send money orders away from the place of payment for collection, the Department will not hereafter issue duplicates to replace such orders should they be lost in transit. While the Department has authorized large offices to accept orders which are apparently regular, regardless of the offices on which they are drawn, it has expressly provided that such orders must not be transferred from the place at which they are payable to some other place for collection.

Subscription Blanks for Carrying Coin.—W. R. N. asks: "Will it be possible for me to enclose a subscription blank, perforated for carrying coin, with my paper, which is mailed as second-class matter?" Answer.—The Department has recently ruled as follows: "That a single subscription blank, although printed upon cardboard and arranged with a perforation for carrying coin, but conforming to the statutory requirements, may be mailed with a second-class publication by the publisher, notwithstanding such, when mailed separately, would be chargeable with the fourth-class rate of postage."

KEEPING TRACK OF SECOND-CLASS MATTER.—The following circular letter, giving the requirements in postmasters' quarterly statements of newspaper and periodical postage collected, will be of interest to publishers:

POSTOFFICE DEPARTMENT,

Washington, D. C., February 26, 1901.

The attention of postmasters is directed to the requirement of the Department rules that quarterly statements of newspaper and periodical postage collected must show the mailings of each publication separately, as follows:

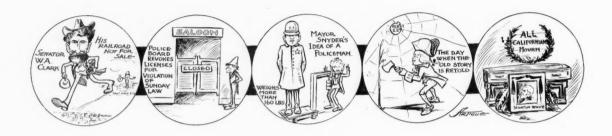
First, The amount mailed free of postage to subscribers residing within the county of publication, as provided by law. (See section 374, P. L. and R., and paragraphs 233 and 339 of the January, 1901, Postal Guide.)

Second. Sample copies.

Third. All copies to subscribers outside of the county, but including those within the county, when the same are addressed to a free delivery office.

The weight of copies mailed at free delivery offices to subscribers, or as sample copies, and prepaid by stamps affixed, as required by law (see section 304, P. L. and R., and paragraph 336 of the January, 1901, Postal Guide), is not to be entered in postmasters' quarterly statements, but such copies should be taken into account in determining the number of legitimate subscribers to a publication, and the number of sample copies which a publisher is entitled to mail at the pound rate of postage. is found that postmasters at some of the larger offices are in the habit of permitting publishers to wrap several different publications in one package, thus defeating the rule mentioned above and preventing the rendering of an accurate and separate statement of each publication. The attention of all postmasters, and particularly at the larger offices, is especially called to this. It is required that each publication be presented separate from all others for mailing; that is, each must be wrapped separately and must be presented for mailing in separate sacks or bundles, so that a record in detail of each may be kept in the postoffice, and the exact facts as to the circulation of each shown in the postmasters' quarterly statement. Third Assistant Postmaster-General.





EVENTS OF THE WEEK.

Drawn by
PIERRE ARTIGUE,
Los Angeles, Cal.



Yours truly

By courtesy of
Evening Express,
Los Angeles,
Cal.



THE ORIGINAL CASLON OLDSTYLE



HIS is the only ORIGINAL Caslon. First cast in this country, by MacKellar, Smiths & Jordan over forty years ago; original matrices

from punches cut by William Caslon, in 1722. This Caslon Series has never been duplicated—nor imitated.... Every large publishing house remembers this fact, and uses these exquisitely cut letters by Caslon

AMERICAN TYPE FOUNDERS COMPANY

CASLON OLDSTYLE No. 471

This face was cut in 1722, and first cast in this country by MacKellar, Smiths & Jordan, over forty years ago. It is the oldest Roman face now in general use. It has survived because of its exceptional grace and beauty, and it is more popular to-day than ever

6 Point 22 A 65 a \$2.00

WILLIAM CASLON WAS BORN IN HALES OWEN, SHROPSHIRE, 1692 He served his apprenticeship in London to an engraver of gun-locks and barrels, and at the expiration of his term went to Vine Street, near the Minories, and followed his trade. The ability he displayed in his art was conspicuous, and by no means was it confined to the mere

72 Point 3 A 3 a \$12.50

In Caslon GO POINT 3 A 44 SO.25 FASHON

48 Point AA ha \$6.50

Latest Printing

42 Point 4 A 6a \$5.25

PROFITABLE

36 Point 5 A 7a \$4.50

Handsome Letters

30 Point 6A 10a \$4.00

CASLON'S DESIGN

24 Point 7 A 14a \$3.50

OLDSTYLE PRINTS Good Legible Characters

22 Point 8 A 16a \$3.25

ORIGINAL MATRICE Sharp, Defined Impression

MANUFACTURED EXCLUSIVELY BY

AMERICAN TYPE FOUNDERS COMPANY

FOR SALE AT ALL ITS SALESROOMS, AND BY ITS GENERAL DEALERS

8 Point 20 A 60 a \$2.25

ORNAMENTATION OF GOODS, THE CHASING OF SILVER AND

The designing of tools for bookbinders frequently occupying his attention, and while thus engaged some of his punches were noticed for their extreme neatness

9 Point 20 A 60 a \$2.50

AND ACCURACY BY WATTS The eminent printer, who, fully alive to the present degenerate state of the typographical art in his country, was

10 Point 18 A 55 a \$2.50

QUICK TO RECOGNISE SOME Possibility of raising it once more to its proper position. He requested Caslon

11 Point 18 A 52 a \$2.75

TO PERSEVERE IN LETTER Cutting, promising personal support, which was of the utmost advantage,

12 Point 15 A 45 a \$2.75

AND INTRODUCING HIM To the leading printers of the day his unusual abilities attracted many

14 Point 14 A 40 a \$3.00

CASLON OLDSTYLE MADE In this country over 40 years ago by MacKellar, Smiths & Jordan

18 Point 10 A 25 a \$3.25

VERY USEFUL LETTER Commercial and Book Work

Caslon Oldstyle Italic Number 471

It is the oldest Italic face now in general use, being cut in 1722, and first cast in this country by MacKellar, Smiths & Jordan, over forty years ago.

Like the Roman, it has survived because of exceptional grace and beauty, and the increasing demand for it attests its popularity

6 Point 18 A 55 a \$2.00

CONSCIOUS OF THE DILIGENCE HE POSSESSED, HE DISCLOSES An error which might have had a most scrious effect on his future career. The foundry of the Grovers being then in the market, he contracted for the purchase of 48 Point 3 A 5 a \$5.50

MUCH NICER

8 Point 18 A 55 a \$2.25

IT, BUT, TO THE BENEFIT OF Typography, the business fell through, so that Caslon was still left a free man, and thus pursue his own method, freed from 42 Point 4 A b a \$5.00

Caslon for Printing

9 Point 18 A 55 a \$2.50

USELESS MINGLED JUNK PILES And useless stock of matrices, which, had they been suffered to mingle with 36 Point 4 A 6 a \$4.50

FIRST DESIGN

10 Point 16 A 48 a \$2.50

HIS BETTER PRODUCTIONS, Would have degraded his fine foundry

30 Point 5 A 10 a \$4.00

Programmes and Circulars

11 Point 10 A 48 a \$2.75

TO LITTLE, OR INDEED, NO Better than that of his competitors at

24 Point 6 A 14a \$3.50

ELIGIBLE DEFENDER

12 Point 14 A 42 a \$2.75

HOME, OR OTHER CLIMES, As it was, he had the advantage of

22 Point 7 A 10 a \$3.25

Always Procure Original Caslon

14 Point 12 A 30 a \$3.00

COMPLETING SPECIMENS
According to his own superb method

18 Point 9 A 25 a \$3.25

THIS LETTER COULD NOT Fail to please even fastidious people

The Original Caslon

Is sold in book fonts, 6 Point to 24 Point, at regular body type prices. Also in job fonts at prices in specimen. Small Caps for Job fonts (put up separately, 6 Point to 36 Point) only furnished when specially ordered

American Type Founders Co.

American Type Founders Company's

The one and only Original

The Caslon that

all big publishers

recognize as being

the best by using

it exclusively: the

Caslon Caslon

The one and only Graceful

Caslon Caslon Caslon
Caslon

Caslon

Caslon

Caslon

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Caslon

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Caslon

Casha

The Caslon cast here for 40 years; original matrices from punches by Wm. Caslon: the

American Type Founders Company's



Photo by TONNESEN SISTERS. 1301 Michigan ave., Chicago.

HUNGRY FRIENDS.

Priscilla Series

Seated beside her wheel, and the carded wool like a snow-drift Piled at her knee, and her white hands feeding the rabenous spindle, While with her foot on the treadle, she guided the wheel in its motion,

"Puritan flowers and the type of Puritan Maidens Modest and simple and sweet, the bery type of PRISCILLA." "The May-flower of Plymouth."

KEYSTONE Type Foundry

Pages From the Specimen Book Addendum of the

734 to 742 Sansom Street Philadelphia, Pa., U.S.A.

Showing Two New Faces

Verge of the OCEAN

Nothing is wanting now, but the distaff; Then you would be in truth my queen.

Keep foreber loyal to truth. And sacred

of frie

Dav-bre

RECEDING Sails of the Vessel Of Me

Days of Priscil *SPINNE1*

Puritan Pile

Ye TYPES OF COLONIAL DAYS

John Alden

Series Series 45 a 34 a 32 a 22 a 16 a 10 a 9 a 7 a 5 a 2.25 2.50 2.80 3.00 3.20 3.50 4.30 5.50 8.50

THE BORDER SHOWN AROUND THE ABOVE TWO PAGES IS OUR MINICKERBOCKER BORDER, STYLE 2; WE ALSO MAKE TWO OTHER SIZES OF THIS KNICKERBOCKER BORDER, STYLE 1 AND STYLE 3. THE OTHER BORDER SHOWN ABOVE IS OUR FRUIT ORNAMENTS.

Priscilla

John Alden Series

STANDARD

So through the woods John Alden went | Came to an open space, and saw on his errand;

Crossing the brook, where it brawled over pebble and shallow,

Gathering still, as he went, the Mayflowers around him.

the disk of the ocean,

Sailless and cold with the chilly breath of the east-wind: Saw people at work in a meadow.

IN OLD Colony Days

Yet nearer the boat stood John Alden,

the gunwale.

Talking at times with the sailors, With one foot placed on | Who were ready and

eager to start.

New Taces

PILGRIMS Hunting in Forest Will Prevailed

STRONG

May Flower Riding At ANCHOR

By the Jea-side

KNICKERBOCKER BORDERS

Made in Three Styles =Products of the=

ANCHERBOCKER BORDER S.

PAICE PER FONT, SI. 70

A south of the state of the sta

Tours of the same

Keystone TYPE Fou

Cor. Eighth and Sansom Streets, Philagen

The Types used are our New "Prifeilla" and

No contraction of the contractio

Fruit Ornaments

Price, Per Font, \$1.40

EACH FONT CONTAINS 26 INCHES 1500: 10 PIECES 8 PIECES EACH 1408 AND 1499 ; 4 PIECES AWCHERBOCKER BORDER S EACH OF 1495, 1496 AND 1497.

EACH FONT CONTAINS FIVE FEET

Sheer Aninopolitics Aninopolitics A

HARACTERS

1501

PRIMITIVE No. 2

6 Point 24 A 36 a \$2.45 ELEGANT AND ARTISTIC TYPES

The adaptability of Primitive No.2 to first-class work of every description is apparent to the most casual observer. This letter was cut with the intention of filling a want as yet unfilled by any other letter. It has none of the grotesque features which make some letters so objectionable and is strong and effective The figures of all the sizes maintain a strong individuality, a feature so much desired by large advertisers

If you would do a noble work, In this sin-burdened earth, Remember, the smallest deeds Of kindness are of worth.

8 Point 20 A 30 a \$2.50 NEW VOLUME OF POEMS

Primitive No. 2 has received the same thoughtful attention that has marked our type products during the past hundred years and fully measures up to the demands for a letter suitable alike to any class of work. All sizes being cast on point bodies, any spaces and quads may be used. Spaces and quads are always sold at regular roman rates and are lower than job letter prices

10 Point 15 A 20 a \$2.30 **LOGOTYPES IN ALL**

Sizes are made and their use is a feature not to be overlooked if harmony in composition is desirable The fonts contain two of each character and are preferable to italic being in one piece enabling the compositor to save time in composition which is

JOB OR NEWSPAPER WORK

This is a face for modern and antique typography and is complete in nine sizes. Figures for all the sizes are clear and bold and furnished in ample quantities with each font. The letter is of equal use for job or news paper work, all the sizes lining

Figures 1 2 3 4 5 6 7 8 9 0 cast on uniform bodies

LEADING IN FACES

Like all letters produced by us Primitive No. 2 is in great demand for both job and newspaper work Fonts contain logotypes

All sizes Line at Bottom by Point Justification

Point 6 A 10 a \$3.55

Primitive No. 2 is an ideal letter for the style of printing so popular to day and large sales mark its

A. D. Farmer & Son Type Fdg. Co.

163 & 165 Fifth Avenue,

63 & 65 Beekman St., NEW YORK

thatiathanananananananana

30 PT. BORDER NO. 3-18 INCHES, \$1.60

PRIMITIVE No. 2

36 Point

4 A 6 a \$5.25

STRONG AND BOLD

The figures for all fonts Cast on Uniform Bodies

Fonts contain two each Italic Logotypes The the and of

48 Point

1 5 6 0 60 10

TIME PIECES Excellent Styles Two Hours Late

All sizes sold in Weight Fonts at Regular Second Class Prices

60 Point

4 A 5 a \$13,00

MEADOWS See Sunshine

A.D. Farmer & Son Type Fdg. Co.

163 & 165 Fifth Avenue,

63 & 65 Beekman St., NEW YORK

SERIES No. 657, Class O.—All other sizes of this face furnished under Class O, as listed in our catalogues. All prices given below are subject to usual discount of 50 per cent, with 5 per cent extra for cash.

3 A 3 a and Figures - 166 Characters. \$9.% 10 Line - 10 Cents per Letter. 3 A 3 a and Figures - 166 Characters. \$16.60 12 Line - 12 Cents per Letter. 3 A 3 a and Figures - 166 Characters. \$19.92

Specimens of New Faces of WOOD TYPE manufactured by

The HAMILTON MANUFACTURING CO., Two Rivers, Wis., and Middletown, N.Y. FOR SALE BY ALL DEALERS.

SERIES No. 658, Class N.-All other sizes of this face furnished under Class N, as listed in our catalogues. All prices given below are subject to usual discount of 50 per cent, with 5 per cent extra for cash.

nanted An

12 Line - 12 Cents per Letter.

3 A 3 a and Figures - 166 Characters. \$19.92

Specimens of New Faces of WOOD TYPE manufactured by

The HAMILTON MANUFACTURING CO., Two Rivers, Wis., and Middletown, N.Y. FOR SALE BY ALL DEALERS.

SERIES No. 659, Class N.—All other sizes of this face furnished under Class N, as listed in our catalogues. All prices given below are subject to usual discount of 50 per cent, with 5 per cent extra for cash.

ORS HOME JOI NES FOR

Specimens of New Faces of WOOD TYPE manufactured by

The HAMILTON MANUFACTURING CO., Two Rivers, Wis., and Middletown, N.Y. FOR SALE BY ALL DEALERS.

SERIES No. 660, Class N.—All other sizes of this face furnished under Class N, as listed in our catalogues. All prices given below are subject to usual discount of 50 per cent, with 5 per cent extra for cash.

ventional Inducement of the

Specimens of New Faces of WOOD TYPE manufactured by

The HAMILTON MANUFACTURING CO., Two Rivers, Wis., and Middletown, N.Y. FOR SALE BY ALL DEALERS.

NOTES ON JOB COMPOSITION



BY ED S. RALPH.

Under this head will appear, each month, suggestive comment on the composition of Jobwork, advertisements, etc. for this department must be clearly printed in black ink on white paper, and mailed flat to Ed S. Ralph, Springfield, Ohlo.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

VEST-POCKET MANUAL OF PRINTING. 50 cents.

MODEN LETTERPRESS DESIGNS.—A collection of designs for job composition from the British Printer. 60 cents.

PRACTICAL PRINTER.—By H. G. Bishop. Containing valuable information for the apprentice, compositor, pressman, foreman and proprietor. Cloth, \$1.

DIAGRAMS OF IMPOSITION.— By H. G. Bishop. Schemes for laying down the pages for book and pamphlet work, with notes and explanations. Printed on best bond paper, bound in leather. 50 cents.

Contests in Typographical Arrangement, Volume I, containing 230 advertisements submitted in a contest conducted by The Inland Printer. A valuable collection for comparison and study. 40 cents.

CONTESTS IN TYPOGRAPHICAL ARRANGEMENT, Volume II, containing 28 letter-heads, submitted in a contest conducted by THE INLAND PRINTER. A valuable collection for comparison and study. 25 cents.

128 letter-heads, submitted in a contest conducted by The Inland Printer. A valuable collection for comparison and study. 25 cents.

Campsie. By its use there is no chance of omitting any item which will enter into the cost of ordinary printing. Used by solicitors of printing in some of the largest offices in the country. 50 cents.

Cost of Printing.—By F. W. Baltes. This book presents a system of accounting which has been in successful operation for ten years, is suitable for large or small printing-offices, and is a safeguard against omissions, errors and losses. Its use makes it absolutely certain that no work can pass through the office without being charged, and its actual cost in all details shown. Cloth, \$1.50.

Hints on Imposition.—By T. B. Williams. This book is a thoroughly reliable guide to the imposition of book forms, and shows, in addition to the usual diagrams, the folds of the sheet for each form, with concise instructions which may be readily understood. Several chapters are devoted to "making" the margins, and this feature alone is well worth the price of the book. 4 by 6 inches, full leather, flexible. \$1.

Modern Type Display.—The latest and best book on artistic job composition. Its eighty pages contain about one hundred and forty upto-date examples of commercial work. In addition to the examples is reading matter fully describing the different classes of work and making many helpful suggestions for the proper composition of commercial work. Compiled and edited by Ed S. Ralph. It is a book which every intelligent compositor should possess. Size 7½ by 9½ inches. Price, 50 cents, posspaid.

Envelope Contest.—Although less than fifteen days were

Envelope Contest.—Although less than fifteen days were allowed participants in the envelope contest, 211 specimens were received in competition. We congratulate the contestants on the general and uniform excellence of their specimens. The awards will be made in the June Inland Printer. We regret that this delay is necessary. Owing to the fact that copy for this department must be in the editor's hands the first of the month preceding date of issue, we were unable to secure the photographs of the successful contestants in time for the May issue.

Shipping-tag Contest.—We have decided to have a shipping-tag contest. Specimens entered in this contest must be clearly printed in black ink on white paper, size 51/4 by 21/2 inches, allowing 5/8 of an inch at left-hand end for the eyelet. Competitors must have their specimens in the hands of the editor of this department not later than the 15th of May. No more than two specimens will be received from any one competitor. Six proofs of each different design must be sent. Packages, marked on outside with name and address of sender and addressed to Ed S. Ralph, Springfield, Ohio, must also be plainly marked "Shipping-tag Contest." Specimens for criticism must not be sent in these parcels. Following is the copy: (Two blank lines in addition to blank after word 'For.') From The E. W. Ross Company, Springfield, Ohio, U. S. A., manufacturers of Ross Ensilage and Fodder Cutters, Corn Shellers and Grinding Mills. To Express Agent: If this package can not be delivered, please notify us

promptly and we will advise what disposition to make of it." Competitors may use their own judgment as to arrangement, but no alterations can be made in copy. The names of judges will be announced later.

E. B. Woolsey, Corning, Iowa. Blotter neat and attractive.

F. Jones, Terrell, Texas. - Envelope corner entirely too

EDWARD W. STUTES, Spokane, Washington .- Card neat and artistic

Democrat, Fresno, California.—Blotter artistic and very attractive.

GEORGE SISNEY, Cairo, Illinois.— Booklet attractive and well displayed.

E. W. Johnston, Bridgeburg, Ontario. - Folder artistic and

R. LEE SHARPE, Carrollton, Georgia. - Specimens neat and well displayed.

T. E. Lucey, Paragould, Arkansas. - Specimens neat and well displayed.

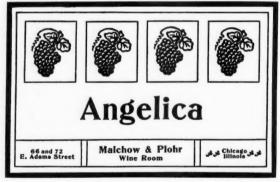
R. O. Bacon, Emmetsburg, Iowa.- Note-head excellent in every particular.

Record, Buchanan, Michigan.- Specimens first-class in every particular.

CASEY JOB PRINT, Brockton, Massachusetts .- Folder artistic and attractive.

THE Clover Press, Bay Shore, New York .-- Brochure very neat and attractive

WILLIAM KNUTZEN, Chicago, Illinois.—We reproduce one of your wine labels, specimen No. 1. The rules were in bronze, balance blue-black. It is an effective label.



No. 1.

ED STONE, Barnesville, Ohio. - Specimens quite neat and good as to design.

GEORGE H. BLUE, New Brunswick, New Jersey .- Menu unique and artistic.

A. C. Briggs, Owensboro, Kentucky.— Specimens very neat and well designed.

MOHR & CARTER, Bellefontaine, Ohio .- Folder artistic and forceful as to display.

D. B. LANDIS, Lancaster, Pennsylvania. Folder neat and artistic. Blotter good.

EARLE N. Low, Evanston, Illinois.—Your specimens show that you are improving.

F. H. CHASE, Oil City, Pennsylvania. - Specimens creditably displayed and neat.

H. S. Stevens, Faribault, Minnesota. -- Specimens creditably displayed and neat.

M. J. WILLIAMS, San Antonio, Texas.—Your specimens are all very neat, well displayed and have correct treatment. It is

impossible for us to review such large parcels other than in a general way.

RAY L. HUBBARD, Libertyville, Illinois.—Ads. forcefully displayed and attractive.

Bert D. Belyea, Buffalo, New York.—Card artistic as to design and general effect.

Thaddeus S. Walling, Freehold, New Jersey.— Specimens neat and good as to design.

CHAMPLIN PRESS, Columbus, Ohio.—Your mailing card is very attractive and artistic.

careful of your curved lines. Do not employ them unless customer insists on them.

RAYMOND A. VOSBURGH, Rochester, New York.—We see nothing wrong with your folder. Quite creditable.

J. A. RUGABER, Chicago, Illinois.— Invitation specimen well designed, good as to display and quite artistic.

CHARLES J. SCHULTZ, Newark, New Jersey.—Viewed collectively, your specimens are neat and well displayed.

OSCAR F. WILSON, Holyoke, Massachusetts.—Your specimens are certainly very artistic. We reproduce two of your

Goddard Machine Co.

Machinists

MANUFACTURERS OF ENGINE LATHES

BIGELOW STREET

WESTERN UNION AND LIEBER'S CODES USED

CABLE ADDRESS: GODDARD, HOLYOKE, MASS.

HOLYOKE, MASS., U. S. A., ___

190_

No.

W. P. GAULT, Sparta, Illinois.—Note-head good as to design, display and balance.

A. H. NICKERSON, Norwood, New York.— Note-heads and card neat and well displayed.

MEL B. HOLTON, Grass Valley, California.— Specimens neat, artistic and good as to display.

News-Democrat Printing Company, Crestline, Ohio.—Blotter neat and well displayed.

WILL O. UPTON, Placerville, California.—Ads. and commercial work creditable and neat.

JAMES NEWMAN, New Orleans, Louisiana.— Specimens creditable and forcefully displayed.

Woods Printery, Logansport, Indiana.—Your specimens forcefully displayed and creditable.

H. E. Lumkin, Lee's Summit, Missouri.—Your specimens are well displayed, neat and attractive.

ROLLIN E. ERNST, Sandusky, Ohio.— Specimens show that you have artistic ability as a compositor.

E. F. Rowe, Rochester, New York.—Specimens all well displayed and neat. Catalogue excellent.

H. A. Brigham, Carthage, North Carolina.— Specimens creditable as to design, plan and display.

P. E. Krieble, Orrville, Ohio.— Specimens first-class. They show correct treatment and are very neat.

WALTER A. KINNEY, Hartford, Connecticut.— Cover specimen good as to design and well displayed.

E. G. BATES, Albert Lea, Minnesota.— Specimens artistic, good as to design and forcefully displayed.

ROSCOE THOMPSON, Ransom, Michigan.—Blotter unique and attractive. Other specimens creditable.

Russell Thompson, Boulder, Colorado.—Window cards effectively displayed, attractive and artistic.

T. H. FINUCANE, San Antonio, Texas.—Specimens excellent as to design, well displayed and artistic.

A. K. Ness, Cheboygan, Michigan.— Specimens very neat, properly displayed and up to date as to design.

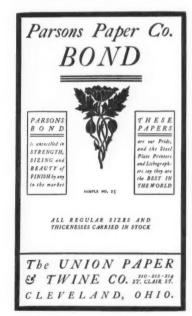
E. J. Moody, Milwaukee, Wisconsin.— Specimens artistic and up to date as to design and general treatment.

G. A. GRIFFES, Pond Creek, Oklahoma.—Card quite effective, but the green ink employed is a trifle too strong. Be

specimens, examples Nos. 2 and 3. The letter-head is excellent for its simplicity, correct display and whiting out. The circular is commendable for its forceful display and attractive-

CHARLES C. Kops, Lincoln, Nebraska.—Specimens show artistic treatment. They are excellent in every respect.

C. F. Spencer, Willmar, Minnesota.—We have no criticisms to make on your specimens. They are neat and artistic.



No. 3

HARRY McSheehy, Logansport, Indiana.—Your statement heading is a decided improvement over the reprint copy.

FRED HORTON, Greenville, Texas.—Both of your letter-heads are neat. We prefer the choice of your customer.

E. D. Greathead, Johnstown, Pennsylvania.—Card specimens very neat both as regards display and embossing. We

doubt if we could explain your process in such a manner that it would be of value and readily understood.

W. F. Duncan, Jackson, Michigan.—Probably you are right about the color scheme. The circular is quite good.

H. E. Miles, Beloit, Wisconsin.— Letter-head and envelope corner up to date as to design, well displayed and artistic.

O. V. LaBoyteaux, Reading, Michigan.— Note-heads neat. We object to the fancy corners on the rule border on card.

JAMES G. BRAZELL, Milwaukee, Wisconsin.—Your bank check, while out of the ordinary, is in good form and neat.

I. Prahs, Philadelphia, Pennsylvania.—We consider your folder a very artistic one. It is classic and very attractive.

JULIUS HAAVIND, Chicago, Illinois.—Good designs, neatness and forceful display are evidenced by your specimens.

J. Herbert Hinds, Eufaula, Indian Territory.—Your customer was right about his bill-head. His choice is the best.

Bald Mountain News, Terry, South Dakota.—Blotters artistic and attractive. Same is true of your other specimens.

Myron D. Witter, Atlanta, Georgia.—Specimens show improvement over those previously sent. They are quite creditable.

S. H. HILL, Sisson, California.—While your letter-head is well designed and good as to display, we think it a little too fancy.

Horace Carr, Cleveland, Ohio.—All your specimens are artistic and very attractive. Stock and color combinations excellent.

ELLSWORTH E. STONE, Auburn, California.—The wording on letter-head is too scattering and the litho tint is not good. Card good.

T. B. Brown, Topeka, Kansas.— Certainly the designing of Mr. Coburn, secretary of the Kansas State Board of Agriculture, is unique and artistic. We reproduce one of his designs,

the proprietor will find that a considerable portion of his mail will be directed to "J. Hodge" instead of "W. J. Hodge."

CUNNINGHAM & Co., Williamsport, Pennsylvania.—Your blotter is certainly unique and one of the best we have seen. Circular artistic.

Anchor Printing Company, Seattle, Washington.— Envelope and letter-head neat, artistic and harmonious as to color scheme and stock.

CHARLES H. ODELL, Chicago, Illinois.—Your specimens are certainly artistic. We reproduce your blotter, specimen No. 5. It is certainly unique and also attractive, although the appro-



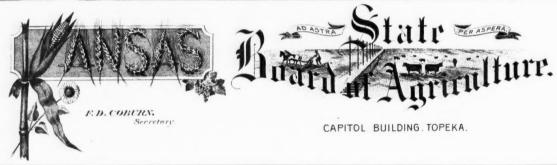
No 5.

priateness of some of the illustrations in initials may be questionable

JOHN H. MATTHEWS, Philadelphia, Pennsylvania.— Headings artistic in every respect. Cover-page good as to design and forcefully displayed.

EDWARD ALLER, Trenton, New Jersey.— Note-head well designed, but you have employed too much red in the color scheme. Bill-head excellent.

H. H. McIlroy, Huntingdon, Pennsylvania.—The coverpage specimen printed by the boys under your care is very good as to design and shows that they take an interest in their



No. 4.

a letter-head, specimen No. 4. The practical nature of his designs speaks well for his ability.

CAYCE & TURNER, Martin, Tennessee.— Specimens neat and quite attractive. The specimens of amateur printing are certainly bad.

H. C. Pressler, Jr., Albion, Indiana.— Specimens are neat, artistic, well designed and good as to display, balance and whiting out.

CLAFLIN PRINTING COMPANY, Chicago, Illinois.—The attractiveness of your specimens shows that you know how to do good work.

B. Bertram Eldredge, Brockton, Massachusetts.—Your artistic specimens show that you have considerable ability as a job compositor.

FRED MELTON, Cassville, Missouri.—The only criticism we have to make on your cover-page is the location of the initial "W" in Mr. Hodge's name. It will be found misleading, and

work. Specimens like yours are not suitable for reproduction. Specimens for this purpose should be clearly printed in black ink on white paper.

L. Hoover, Franklin, Tennessee.—Specimens neat and creditable. You made a decided improvement over reprint copy on the envelope corner.

MIKE J. HUBER, Marysville, Ohio.— Considering your experience, your work is creditable. Be careful of your ornamentation. This is your weak point.

Dave Patterson, Jr., Salisbury, Missouri.—The only fault in your envelope corner is that not enough prominence was accorded the name of town and State.

Charles M. Berkheimer, Connellsville, Pennsylvania.—Your card designs are good. The stock and color combinations would largely determine their value.

H. B. Funches, Beaumont, Texas.—The Kelley letter-head is entirely too fancy. There is too much work on it and it

does not present a good appearance. Be more dignified in your own office stationery. Your other specimens are quite good.

M. O. Julien, Newcomerstown, Ohio.—There are too many ornaments employed in both specimens submitted by you. The bill-head is rather better than the note-head.

HARRY E. Belt, Cincinnati, Ohio.—Your specimens are fine. You deserve credit for the artistic excellence of the "Belt" pillars. They should have an extensive sale.

Albert Roberson, Lake City, Minnesota.—You have no reason to be ashamed of the progress made by you in three and one-half years. Your specimens are creditable.

H. G. MEYER, Litchfield, Minnesota.—Considering everything, we think your specimens creditably displayed and good as to design. Your cover-pages are very nice.

THE Pirsch Press, Dayton, Ohio.—The artistic excellence of your specimens is deserving of commendation. They are very attractive. The color schemes are faultless.

HENRY S. McIntosh, Auburn, Indiana.—Your specimens are all excellent and artistic. They are rather better than the ones set by the other man, although his are not bad.

O. L. LILLISTON, Philadelphia, Pennsylvania.—We reproduce the title-page to one of your folders, specimen No. 6. This is a very tasty and attractive design. It was printed on buff stock, deckle-edge, in two printings, red and brown. Cen-

THE Mononatto Inn
at Fisher Island,
Suffolk County, N. Y.
will open for the summer
season of nineteen
hundred and one on
June Fifteenth BB

Very truly yours
M. B. FINKBINDER

No. 6.

ter rule of border and initial in red, balance in brown. Your other specimens are worthy of commendation for their general artistic merit.

R. W. Sheegog, Shreveport, Louisiana.—We have one small criticism to make on your letter-head. Omit the two "torch" ornaments. Your specimens are very artistic and attractive.

PATRONS sending specimens for criticism to this department should be particular to mark their parcels with name of sender. We have received several parcels lately that we were unable to criticize, owing to the fact that we did not know who sent them. This month we received a package from Fond du Lac. Wisconsin. They were neat and well displayed, but name of sender was omitted.

A. L. Chipman, Poland, Maine.—The Groo letter-head is not up to your usual standard. There is really not much choice between the two specimens. Other work very good.

ED F. COLLINS, Wakefield, Massachusetts.—Your reset specimens show considerable improvement over the reprint



No z

copies. We reproduce one of them, specimen Xo. 7. It is neat and well displayed. We do not approve the rule lines on the Wakefield Fire Department dance program. The effect is not good and certainly does not justify the expenditure of the time necessary to do the work.

A. W. VAN CLEAVE, Jefferson, Iowa.—Your chalk-plate engraving is very creditable. We think the cut a trifle too large for the card, and interferes somewhat with proper display.

C. D. Schoonmaker, McHenry, Illinois,—You are right about the use of ornaments in conjunction with the Engravers' Roman. They should be omitted. Your work is quite creditable.

W. P. Delaney, Baldwinsville, New York.—Your specimens show decided improvement over those previously received from you. We congratulate you on the excellence of your work.

WILL B. SHAW, Brookland, D. C.—Your suggestion for a cover-page is appreciated, but as we had made other arrangements, find it impossible to employ it. It is unique and artistic.

J. C. Newsom, North Bend, Nebraska.—As to design, your letter-head is all right. The display is also good. The heavy rule border should have been printed in red instead of the light one.

VICTOR W. KEITH, Vinton, Iowa.—Your present letter-head specimens are excellent. The only suggestion we have to make is to omit the ornaments after the names on the *Review* letter-head.

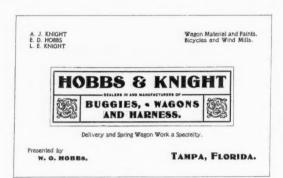
C. A. Neal, Williams, Arizona.—It is not absolutely necessary that letter-heads have the town or city name in a date-line, but we think it is preferable to precede the blank line with the address.

ACME MANIFOLDING COMPANY, New York City.—The only trouble we see with your envelope corner is that it is too enigmatical. The aim of the wording is good, but the average reader is liable to become confused.

D. C. CAMPBELL, Chicago, Illinois.—The invitation you submit for criticism is faulty, and we do not think it at all suitable for the purpose intended. A plain dignified announcement would have been much better.

Jillson Brothers, Emporia, Kansas.—Letter-head neat and quite good as to display and plan. The design looks better in colors than in plain black. Card and blotter neat. We do not approve the plan of filling in around a cut with small ornaments as you did on your card specimen. When ornaments are employed for this purpose they should be set so as to run with the cut, and not the way placed by you.

E. L. CUSHMAN, Gainesville, Florida.—We see no good reason why a customer should refuse a job of printing like the card you enclose, and which we reproduce, specimen No. 8. The customer classed the work as "old-time country display." We consider this an artistic piece of work. The trouble is that your customer is not educated up to the present prevailing



No. 8.

style. We always believe, however, that it is best to give one's customers what they want. Always try to get an expression from your customers as to what style they prefer. It will save time, stock and altercations.

W. G. Bradshaw, Saratoga Springs, New York.— Panels lose their effectiveness when too much cut up by joining rules. We refer to the Bull bill-head. Taken as a whole, your specimens are very neat and well displayed.

Ben D. Bradley, Cassopolis, Michigan.—Folder and letterhead well designed and very neat. When you employ a double rule around a paneled heading it is always best to have the margins equal at top, bottom and sides.

- C. L. Powers, Westfield, Massachusetts.—All things considered, we think your specimens quite good. The plan of Masonic invitation is not good. It is "broken up" too much and does not read as clearly as it should.
- M. L. VINCENT, Newport, Rhode Island.—Your envelope specimen is fine, but the same can not be said of the letter-head. We see no excuse for the second panel. The ornament should have been omitted, as it is not pertinent.
- J. G. Miller, Kansas City, Kansas.—Our records show that we received the specimens you mention and that they were criticized. Your present specimens are first-class. Their general artistic merit and attractiveness deserve praise.

Fred H. Drinkwater, Portland, Maine.—It is always best to please one's customers rather than please one's self. Personally, we do not like the choice made by your customer. The rejected heading is not as bold as the accepted heading.

W. J. Scherck, Monroe, Louisiana.—With the exception of your blotter, printed in rhyme, your specimens are well displayed and neat. We do not think the reading matter on your blotter dignified or calculated to produce business results.

GEORGE C. BOYNTON, Washington, D. C.—We realize the difficulties under which "rush" souvenir programs are generally gotten out and the instructions accompanying the advertisers' copy. Your program compares favorably with work of that class.

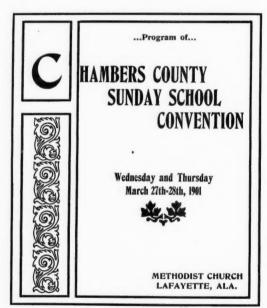
C. L. TANNER, Rockdale, Texas.—In regard to the placing of date-line inside the panel rules, we see no serious objection to it, although it is more frequently placed on the outside. The "shot" ornaments should have been omitted. The matter

on your specimen affords a poor opportunity for panelwork, consequently the heading does not show up well. It would have been better had you followed some other plan.

L. W. Hunter, Irvington, New Jersey.—Your specimens are good as to display, balance and whiting out. They are attractive. We would not advocate panel rulework on "professional" stationery. Your reset specimens show improvement over reprint copies.

HENRY H. HARRIS, Norman, Oklahoma.—You should have omitted the ornaments at ends of lower panels on letter-head and made lower panel same length as top panel. Otherwise the heading is good. Envelope corner takes up too much space and is not good as to design.

- H. LAWRENCE DAVIS, Roswell, New Mexico.—As a whole, your specimens are neat and very good as to display and plan. You work your background tints too strong. The best way is not to send us so many specimens at a time, as they can only be reviewed in a general way.
- L. S. Brainard, Kearney, Nebraska.—It is a mistake to send such large parcels of specimens for review. To get benefit from this department, not to exceed six specimens should be sent. Taken as a whole, your specimens are neat and creditable. Ads. forcefully displayed.
- F. M. Kennedy, Lafayette, Alabama.—We reproduce your title-page to folder, specimen No. 9. While this specimen is well designed, it is not well balanced. In order to successfully balance this title-page in its present form, employing the same type as shown, it would be necessary to narrow the width of the panel containing the main display about 36 points, placing



No. 9.

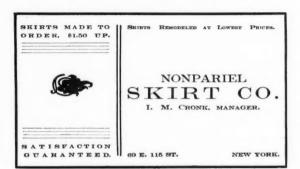
"Sunday School" and "Convention" in the center of the measure, one line immediately below the other. This would naturally throw every other line to the center of measure. The heavy ornament under the date should have either been left out or a light ornament substituted therefor. Not enough prominence is accorded the word "Program." You should pay more attention to the proper joining of your rules.

James M. Knapp, Kittanning, Pennsylvania.—Taken as a whole, your specimens are well displayed, good as to plan, and correctly whited out. The inverted rules in panel on Gilpin envelope corner are too heavy. Had you omitted these rules, moved the reading matter up within six points of the rule and

placed a simple ornament underneath the reading matter, the job would have been better. The tint on bank check is too strong.

J. F. Stevens, Sidney, Illinois.—Taken as a whole, your specimens are neat and well displayed. Your main fault lies in your ornamentation. It is a bad plan to employ heavy ornaments in conjunction with light-face type. We can not make criticisms by mail unless the fee of \$1 accompanies the request.

H. J. HIGGINS, Millbrook, New York.—While you made a very decided improvement over the reprint copy for the Non-pareil Skirt Company, yet there is an existing defect to which



No. 10.

we desire to call attention, and for that purpose reproduce your specimen, example No. 10. This is the card of the *Non-pareil* Skirt Company. The italicized portion of the name should have been accorded as much prominence as the balance of the name. Never accord one portion of a firm name less prominence than another.

A PRETTY good "fish" story comes from a concern in Georgia. It is to the effect that a firm of printers had used a lot of print paper for slip-sheeting a coffin job. A patent medicine concern ordered a large number of circulars printed on "news." On the back of the slip-sheets was printed an engraving of a coffin-plate with the words "At Rest" thereon. The entire edition for the patent medicine company was printed on these slip sheets and were, so the story goes, returned to the printer with some very strong, but not select, language.

MARSHALL & KARNS, Kittanning, Pennsylvania.—We reproduce the Kreiter card, specimen No. 11. This is a case where the panel scheme is a failure. The matter in the panel should



No. 11.

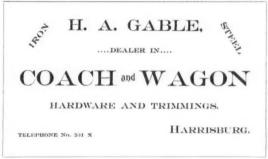
have been grouped together with the firm name and the word "Manufacturers." We reproduce this specimen to illustrate the folly of employing panels where it so seriously affects the clear reading and sense of the announcement made. You are right in regard to the propriety of omitting the "of" employed by compositor after the word "Manufacturers." In a case of this kind, never separate the wording which should properly be grouped together simply for the sake of employing a panel.

Had the words "Hand-made Stogies" been placed underneath the name, the balance of the matter could have been placed in the panel without laying the card open to adverse criticism.

ARTHUR WRIGHT, Alexandria, Louisiana.—We do not blame your customer for refusing the Ferguson note-head There is no contrast and the type employed is too uniform as to strength. The clause referring to the renovation of the hotel should have been set in small light-face type. It could have been placed in a panel to advantage. Your other specimens being so neat and good as to display, we are at a loss to understand why you failed on the job in question. Do not try to educate your patrons to modern display too fast; take it slow and try to please them.

FRANK H. Shea, Ware, Massachusetts.—There are several defects in your invitation specimen. In the first place there are too many type-faces employed in its construction. It is also a bad plan to employ two different faces of type for the name of a firm or lodge, as you did in the name Royal Arcanum. The same type should have been used for both words. There are two wrong font capitals used in the last line. The De Vinne caps. do not look well in conjunction with Jenson, and they do not line up with the lower-case. The ornaments should have been omitted.

C. W. Luse Printing House, West Fairview, Pennsylvania. Viewed collectively, your specimens are creditably displayed and neat. The Gable card is an exception, however, as it is not properly displayed. We reproduce this specimen, example No. 12. When we first looked at this card we got the impression that Mr. Gable was a coach and wagon builder, but on



No. 12.

more careful inspection we learned that he dealt in coach and wagon hardware and trimmings. The words "Hardware and Trimmings" should have been accorded more prominence. It is an error to subordinate portions of reading matter or display lines by giving undue prominence to a certain portion, because it is misleading to the recipient of the card. Mr. Gable is a dealer in "Coach and Wagon Hardware and Trimmings." Therefore this sentence should have been more closely connected and accorded more uniform treatment as to display. We also object to the words "Iron" and "Steel" set diagonally in the upper corners. We presume the two words quoted above are really a part of the main display, and that Mr. Gable really deals in "Iron and Steel Coach and Wagon Hardware and Trimmings." If this is so, our readers will readily see why they should have been more closely coupled together.

RALPH P. WHITE, Seattle, Washington.—We know the rules of this department call for specimens printed on white paper and in black ink, but patrons send in specimens in colors just the same, because they are unable to comply with the rules. This explains why we sometimes tell what color schemes were employed. For an apprentice, your specimens are very good. In stationery work always remember that the firm name is the most important item to be displayed. Get

"Modern Type Display," published by The Inland Printer Company. It will tell you many things you should know.

JOHN M. DRIVER, Philadelphia, Pennsylvania.—The trouble with the Waas card is that it is too radical a change for your customer. While you may have carried out his instructions implicitly, yet he was not prepared for such a sweeping change. We do not consider the card exactly suitable for the business engaged in, but it is more modern as to design than the copy. It is always best to submit proof to a new customer. Had you done this, the difficulty would have been obviated.

C. Z. Nelson, Minneapolis, Minnesota.—The common-sense way to run cuts in a book, where the cuts run the opposite way from the reading matter, is to run the cuts on left-hand pages, so that reading matter will come to the back or bone of the book, and those appearing on the right-hand pages to the trim edge. Nearly every person holds a book in the left hand and naturally turns it to the right, toward his body, when coming in contact with a cut running the opposite direction from the reading matter. In this way, when cuts are encountered running opposite from the reading, especially where the cuts appear on opposite pages, one turn of the book suffices for the two cuts and causes the least inconvenience to the reader.

A D V E R T I S I N G F O R P R I N T E R S



BY F. F. HELMER.

This department is meant to help the printer put his business profitably before the public. It criticizes specimens on the basis of their advertising value, it records the experiences of printers who have made advertising successes, and it endeavors also to present each month unused but practical ideas for its readers. Contributors of specimens will kindly direct their matter to F. F. Helmer, 222 Ellicott Square, Buffalo, New York.

FOLLOWING is a directory of "little papers" used by printers for their advertising. If taken as an exchange list, I am sure each of the publishers will profit, for there are ideas in all the periodicals. This list ought to be longer.

The Imp, W. S. McMath, 204 Main street, Dallas, Texas.

The Progressive Printer, Calvert Brothers, Rockford, Illinois.

The Proof Sheet, Woody Printing Company, Kansas City, Missouri.

Art Ad Age, W. H. Wright, Jr., 70 Ellicott street, Buffalo, New York.

Perry's Push, Perry's Printery, 14 Second street, Great Falls, Montana.

A MONTHLY advertisement used by the Times-Journal Press, Malvern, Arkansas, consists simply of a note-sheet of supercalendered paper, printed with an undisplayed paragraph of good advertising matter between a red heading and a red signature. "We are compelled to advertise in an humble way down in this country," says Mr. Claude Mann, the editor, "as enough business is not obtainable to justify any great expenditure." But this specimen, though inexpensive, is clearly of the kind that runs a good chance of being read.

"A Word to the Wise" is the title of a booklet from the Electric Printing-office, of Hagerstown, Maryland. It is nicely gotten up with deckle-edge paper—rough green stock for a cover and white inside—printed in red and black, with rulework, initials and marginal designs. The writing of it is very good, taking up mainly the subject of stationery, and this is perhaps the best part of it:

Look up your stationery bills for a year and you will be surprised to find how little they really amount to. You will readily come to the conclusion that you can well afford to invest a few dollars more for



Printed in red and blue on white stock; with original verse

your year's supply, when by so doing you can get stationery that will be attractive to look upon, a pleasure to write upon, and last, but not least, an advertisement for your business.

We have been talking about your business; now let's talk a little while about our business: Making neat and attractive office stationery is our business.

There are three things to be considered in the making of "fine stationery," namely: Good paper, good printing, and prices. The first two items we can supply; the third must be furnished by you.

There is one thing to be considered, however, before we pass the booklet as really first-class, and that is whether the length of the matter, which is nearly five times the amount here quoted, will appear too much for busy men to wade into. Some advertisers print good, bright, convincing matter, which has no effect because it does not *look* interesting. It serves only to show the printer's style of work. Why not print less matter in as many pages and use large type that will throw the sense of it at the most casual examiner of the printing?

"A TWENTIETH-CENTURY GREETING" from A. V. Haight, Poughkeepsie, New York, printed upon dark gray paper in an effective combination of white, red and black inks, makes an



A BLOTTER.



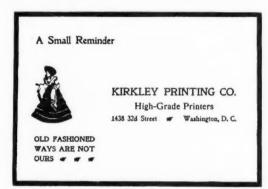
A BLOTTER.

Some good adaptations of Inland Printer suggestions (See August, 1900.)

advertisement that should influence business by its example of what the house can do. The printed matter is simply a polite solicitation of orders, without argument aside from the style of display.

From the Keyes Press, South Wareham, Massachusetts, we have a few pieces of advertising that represent quite a diversity of well-directed, economical effort. In the first place,

there is a blotter with its "story" written around the Umpire cut from the typefoundry series of ballplayers; next, a selfaddressed mailing card, printed in form, for the use of patrons



ABLOTTER

Printed on gray stock, in black ink, with red border.

wishing the printer to call; then a couple of ruled note-sheets with bargain offers on note-heads. All these are of value.

"EVERYTHING IS RED" in a certain blotter of the Middletown (Ind.) News, both ink and paper being of that color, with a brief display text-likely to be read also.

In "March Suggestions" the Hoosick Valley Democrat's calendar-blotter pictures the working of a "patent snow-melting and hot drink machine." The illustration is quite up to right angles, at the junction of which is a small wire nail and the first word of the legend:

NAIL

This Statement where you can not lose it. Good Printing is the only kind you can afford to use; and we do nothing but Good Printing - the down-todate kind - at right prices.

The calendar is in red and most of the text is black. The nail being blunt is not really objectionable, though this illustrating by accessory articles is usually better done on card calendars.

"THE Proof Sheet, published every once in a while at Seventh and Wall streets, Kansas City, in the interests of good



printing and for the benefit of the Woody Printing Company," consists of eight pages, all of deckle azure cover-stock, with floral page decorations in tint and some good things in plain

R. LEE SHARPE, of Carrollton, Georgia, certainly deserves honorable mention as an advertiser. He sends some excellent specimens about which he says: "I enclose a few of my





The Hoosick Valley Democrat

A BLOTTER.



PAGE OF BOOKLET.



"Don't look this way---

EARN to laugh. A good laugh is better than medicine. Learn to tell a story. A well told story is as welcome as a sunbeam in a sick room. Learn to keep your own troubles to yourself. The world is too busy to care for your ills and sorrows. Learn to do something for others. Even if you are a bedridden invalid there is always something that you can do to make others happier, and that is the surest way to attain happiness for yourself.

FIRST PAGE OF FOLDER.

those of preceding months which were illustrated in our April number. This series is one of the most original I have had the pleasure of seeing.

NAFTZGER & KRIEBLE, of the Orville Crescent, made a hit in Orville, Ohio, with pads of waste stock, the top of each leaf having a five or six line advertisement about printing.

YE CHIPMAN PRINTERY, Poland, Maine, offers a neat calendar-blotter with two broad rule stripes in blue, crossing at modes of advertising. The stickers I use on every package that goes out of the office. The small ones (3/4 by 11/2 inches) I put on every rubber stamp I sell. The folder I mail to my customers in the envelope I enclose this in. ('You shall not forget us.') My best advertising is done on a board in front of the postoffice and one in front of my office, about 4 by 6 feet. I change the matter on them every day, which is but little trouble, as I have got to be an adept at fast writing, and does not cost much, as I use highly colored, cheap cardboard and several colors of Diamond Dye inks. People look for this ad. and its story every day, which runs comething like this: "Maudeville Cotton Mills use Sharpe printing. They know what good printing is." The day a hypnotist was to play, the following was used: "Get hypnotized with good printing by



Sharpe." If I ever make a mistake on the boards, my attention is called to it by people all over town. I occasionally use the sidewalk, using white enamel paint and chalk.'

The circular, "Don't look this way" was also printed in gold bronze on dark green cover-stock under the heading "Cheerfulness," with a tiny half-tone reproduction of children playing and dancing, the half-tone being on white paper, pasted on. The envelope labeled, "You shall not forget us" is decidedly hypnotic. Notice the ideas Mr. Sharpe has put into his letter-head.

THERE is some matter and a cut going about the country, appearing here and there in a booklet under the title of "Suc-

E have been su

work that the ordinary, every-

day man didn't have the inclina-

ion to give. We have cut out

for ourselves an individuality and a name—a style. You have the same thing—you have an individuality. It sticks out; when

ful because we have

given style and dis-





FROM A BROCHURE ON "SUCCESS."

cess." It is good and I give a couple of pages as the Clover Press, of Bay Shore, Long Island, has printed it.

One of the best things about it is that little invention for carrying the attention over the page.

MOHR & CARTER, Bellefontaine, Ohio, have good ideas in blotter advertising, and some of their specimens we reproduce. Says Mr. Mohr: "I send you herewith a few of the blotters we have used to advertise our business, and they have proved to be 'trade-getters' for us. We issue one - different one entirely, as you can see by the variety - on the morning of the first day of every month, and the people look for it as regularly as 'tax time.' We also use shaving papers in the barber-shops. We made a lot of neat little racks to hold them and placed one at each chair in town, and the barber keeps them where they stare the customer in the face. We print four forms, different



A BLOTTER Seal in red, embossed; ribbon in light blue; title phrase in gold.

designs, and gather them so each customer reads at least two of them every time he is in the chair. We also sell these to merchants, so they pay for themselves."

In regard to further suggestions in shaving-paper advertising, let me refer readers to page 392, June, 1900, INLAND

I want to mention some blotters of Mohr & Carter which can not be reproduced: "The quality of our work shows on



J. B. MOHR

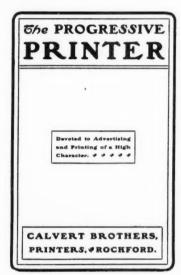
its face" is printed on a dainty calendar-blotter, which has a woman's head neatly embossed without color in a panel separate from the text. Another calendar-blotter is put in typewriter type, in form like the beginning of a letter, ending abruptly at the lower edge of the blotter. The matter of a third begins "'What's in a name?' Everything! especially if it happens to be the name of the firm that does your printing," etc., and this has a rose embossed in white as a delicate suggestion of the opening quotation. Still another has the peculiar arrangement of a blue and red strip of border at top and



A MARCH BLOTTER.

bottom with solid type matter in between," each line beginning and breaking off with no apparent rule or connection except that the words "Commercial Printery, Mohr & Carter" (in red), occurring in each line, are so placed as to make a diagonal red stripe across the blotter; there are some other little wrinkles about it, but over this main peculiarity one is likely to puzzle long enough to imbibe quite a bit of Mohr & Carter information.

THE *Progressive Printer*, from Rockford, Illinois, is a neat little periodical of eight pages and cover, all of them deckled and of antique stock except the inner pages, with a good display of half-tones.



COVER OF A BOOKLET.

It is claimed by George Comstock Bake", of Albany, New York, that the card rack described in the April number of The Inland Printer, page 75, infringes upon patents which he holds for the making of "scrap-books, files, etc." I have tried to persuade Mr. Baker that the use of this device in a card rack for a printer's own advertising is another matter, but as he persists in claiming "that the making of the card rack, even for one's own ad., would be an infringement," I hereby state his assertion, and particularly warn printers that they should not make card racks in this manner for outside business concerns.



AN ATTRACTIVE LETTER-HEAD.

The heading of the Sutherland Printing House, St. Thomas, Ontario, is strong and an impressive advertisement.

The Record Printing Company, Bangor, Maine, supplies me every month with a calendar-blotter headed like a newspaper. (See Inland Printer, September, 1900, page 811.) A half-tone cut is used each time, with some appropriate wording, often humorous, but I think Mr. Dillingham might better this periodical blotter by printing up the head and imprint in a second color (perhaps a large supply at a time) so as to break away from monotony. The blotter is so regular in its style that it runs the same risk as attends a long-standing weather-beaten sign; it will be seen and recognized, but not read. If he has anything important to say, it would seem necessary to change the style.

THE Press Publishing Company, Ukiah, California, is guilty of a design in black, yellow, red, green and gold on a card

eyeletted to a blotter and tied also with needless lavender ribbons, bearing the following, which is displayed around the cut of a rooster tooting a horn:

TOOT YOUR HORN: "He Who Tooteth Not His Own Horn
The Same Shall Not Be Tooted."

But when one toots his own horn he should not sound a false alarm. We don't. We claim to do printing that will compare favorably with the product of any establishment in the world. We bar none. If we can't do just as good work as any other house, it won't cost you a cent to satisfactorily determine the fact.

In addition to this is a little matter printed below the calendar:

PRAISED BY, THE HIGHEST AUTHORITY.

Blotter excellent in every respect. It is unique and very attractive.—Inland Printer, of Chicago.

I do not believe this is The Inland Printer's remark upon this design, but the Press Publishing Company really gives that inference.

A very neat series of calendar-blotters was used by the Republican Publishing Company, Limited, Ravenna, Ohio, through 1900. One for January, a simple light-face type display with heavy calendar, is especially good. Another upon



WE LOST OUR MITTENS... BUT FOUND THEM BY ADVERTISING

THE REPUBLICAN PUBLISHING COMPANY LIMITED.

A BLOTTER.

"Samson's Great Advertisement," describing how he took two straight columns and succeeded in "bringing down the house," is also clever. A third is here reproduced.

The Claffin Printing Company, Chicago, are after church printing and offer the clergy a bargain in marriage certificates. Tudor type and red initials on parchment paper can certainly rival lithographic scrolls, and I think the offer is a good one, as also their suggestions in baptismal certificates, pastors' addresses, extracts, mottoes, etc. For able printers, church work is a good field.

Another attractive advertisement by the same firm is a redbordered, red-initialed leaflet, in heavy-faced old style, that



CORNER CARD FOR ENVELOPE.

starts in with a story and takes you over the page into an advertisement by the impetus thus obtained. The leaflet is mailed in a gray envelope, sealed with red wax, impressed with the firm's monogram. I like to have a well-dressed advertisement come into my office and fancy other people do; it is a pleasing flattery, and though we know the intent, our attention is given willingly.

THE BRUCE TYPE FOUNDRY.

THE selection of Curtis E. Roleau as head of the time-honored Bruce Type Foundry, on Chambers street, New York, marks a new era in the history of this remarkable institution. Mr. Roleau took charge of the foundry in January, 1901, succeeding V. B. Munson, the manager, who had controlled its affairs from the time the last Bruce

retired from the concern up to that date. That the new manager is well equipped for the arduous duties of his office goes without saying. He has had the practical training which well fits him to successfully conduct the affairs of the company. A short sketch of this gentleman and of the men who will assist him in injecting new life into the old house will not be uninteresting.

Mr. Roleau began work at the printing business in the early 80's as an apprentice to the case in a little country office at Montpelier, Vermont, where

CURTIS E. ROLEAU, Manager.

he showed wonderful adaptability to that calling. After being duly graduated in the art, he spent some ten years or more as compositor and in executive capacities before entering the employ of the Crescent Type Foundry, Chicago. His rise with this house was rapid, and he soon became manager, which posi-

tion he filled with credit and ability until called to the wider and more important mission in New York. While young in years, he is old in experience. Thoroughly familiar not only with the making of type but with the knowledge of what printers want and what they can be educated to buy, and with practical methods of successfully marketing the goods he knows the trade must have, no other man could have been selected capable of so well filling the office. He has energy, push and enterprise, and his friends look for remarkable im-



JOHN LIEGEL, Superintendent.

petus being given the Bruce Foundry from this time on.

The four chief associates of the new manager are men he can rely upon to carry out the new policy of success for the foundry. John Liegel, the superintendent, began his apprenticeship in 1854 in the Zurch Foundry, at Augsburg, in Bavaria.

He came to America in 1866, went to work for Bruce, and has been the head of the manufacturing department since 1889. It was Mr. Liegel who, during 1891, supervised the casting of one hundred and eighty-three thousand pounds of type in three months, to fill an order for the United States Government printing-office—a record that will likely stand awhile for speed and magnitude.

The superintendent of the city sales department is Edward Clapham, who learned the type-founding trade in the famous



JOHN A. CARROL, Credit Department.

Caslon foundry, in London, one of the oldest typefoundries in the world. Mr. Clapham came to the Bruce foundry in 1869, and was first employed as a rubber. From the rubbing-room he graduated to the wareroom, and finally succeeded John Sullivan in his present responsible post.

John A. Carrol, who has charge of the credit department, came to the Bruce foundry from the Buffalo offices of the American Type Founders Company. He is well known in the trade as a first-rate business man, with more than ordinary perception and energy.

The master printer in the Bruce foundry is Wadsworth A. Parker, formerly with the Chicago firm of Parker, Bur-

roughs & Co. He will produce all the future specimen books for this concern. He is now upon work which will show, among other up-to-date improvements in the foundry's product, a series of romans, scripts and borders that will be novel and striking enough to provide plenty of work for the improved machinery the plant has lately procured.

A few facts concerning the foundry, obtained mostly from Wallace Bruce, the surviving member of the family, while perhaps not new to many in the craft, will still be of interest to



WADSWORTH A. PARKER, Master Printer.

some who will read of the changes now being made in the foundry's management.

The foundry was started in New York in 1806 under the style of D. & G. Bruce. David Bruce, the senior member of the firm, having served a seven years' apprenticeship in the art and mystery of printing as Auld Reekie knew it, came to the United States in 1793 from his birthplace in Edinburgh, Scotland, he being at this time but twenty-three years old. He found work in Philadelphia as pressman, and was joined the following year by his brother George, a lad of thirteen. It was these two who established the foundry in New York, in 1806. The firm name

was forced upon them by their old friend, the maker of the Ramage presses, who shipped their first press to "D. & G. Bruce" before the brothers had chosen any copartnership style. Upon this press was chiefly produced the small edition of Lavoisier's text-book on chemistry, the young firm's initial venture as publishers.

Within three years after the start, the Bruces operated the largest printing-shop in New York, running nine presses of the best and fastest kind to be had in that age. Their success as printers was the prime cause



EDWARD CLAPHAM, Sales Department.

which made them become typefounders—creating an industry to supply their own needs. In working out his original and novel schemes of stereotyping, David Bruce had been annoyed and defeated for years by inability to obtain such high spaces and quads as he required, and it was to overcome this that the firm, in 1813, began casting type, after David Bruce had experimented for months with the new art of stereotyping. In 1815 the Bruces printed the first Bible from stereotype plates published in America. The success of this and the growing market for their type product increased their business so largely as to compel their removal from their first site at 27 William street, and during the year 1818 they located in the quaint old structure.

ture on Chambers street where the Bruce foundry is today. David Bruce retired from the business in 1820, his son David Bruce, Jr., who with Richard Starr and William Hill cut the punches for the beautiful roman faces produced by the Bruce foundry for twenty years or more throughout its early rise, remaining with the younger brother, his uncle George. It was David the son who invented the first typecasting machine. in 1838 - the No. 1 machine; and in 1845 he perfected the No. 2 machine, which is now used, with slight alterations, by every American typefoundry. He retired from active affairs of the concern in 1852, when James Lindsay took his place at the head of the manufacturing department. The gap of nearly a half century between his retirement and the present day is bridged by four employes now on the Bruce pay-roll whose terms of service exemplify the old Scotch policy of retaining the artisan in one employ throughout his whole life. Micah J. Secor, sixty-three years old, one finds busily at work in the brass-rule room where he has been since September, 1854. On the same floor with him is Katharine McManus, who came to work for the Bruces late in 1853. "Ye would not ask a woman," says she, "to tell the day when 'tis so far back." The shipping clerk, George Bernard Becker, drew his first pay in this foundry on May day, 1854, and is still nailing cases and causing truckmen to hustle in the Bruce interest.

Scattered throughout the whole foundry are grizzled men who have learned their trade there, beginning as apprentice boys, but if you ask them about themselves, they will tell you they are not entitled to individual mention in a sketch of the house, because they have been working for it only twenty or twenty-five years. Each of these "newcomers," however, ranks with the most skilful workmen in the typefounding industry of the age, and the punch-cutters of the Bruce plant, through an unbroken line of nine decades, have uniformly produced work that will live as typical of the best the late century could do in type designs.

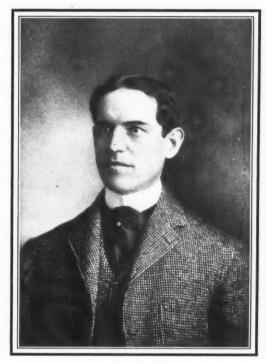
DEATH OF CALVERT BYRON COTTRELL.

ALVERT BYRON COTTRELL, secretary of the C. B. Cottrell & Sons' Company, died of pneumonia at his residence, Westerly, Rhode Island, April 8, in his forty-first year. He was the third son of the late Calvert B. Cottrell, one of the prominent figures in the history of printing in this country, and the founder of the business which for half a century has borne his name. There are three generations of this well-known family. From father to sons and from sons to grandsons the business is descending, guarded with jealous care, enriched by experience and tradition, and steadily growing in extent and influence.

There are many printers who never met the late Byron Cottrell and to whom therefore it is altogether fitting that THE INLAND PRINTER should say a few words concerning his character and qualities. He was a man of strong character and positive convictions; at the same time he was possessed of a most amiable disposition. He was by nature somewhat retiring, and was a man of large reserves except among his personal friends. But he was very far from being a secondary figure in the business itself. He was no silent partner. As is the way with many a "junior," he was intensely active. He threw himself heart and soul into the work. It was his one thought, and it engaged his entire attention. His force was irresistible. secretary of the company he was the head of the office and had exclusive charge of its books and accounts. He was beloved by five hundred employes who followed his body to the cemetery, and the position he held in his native city was evidenced by the significant fact that banks and stores closed and business was generally suspended at the time of his funeral.

While in the arrangement of the business whereby the labors were divided among the four sons, he was not brought into the constructive work, he was nevertheless possessed of a strong mechanical turn of mind, and it is a fact that he could at

any time have stepped into the position occupied by either of his brothers. He was mechanically capable of acting as superintendent of the works, and no slightest detail escaped his attention. The demands of such a position can only be realized by those who stop to consider how wide a range of operations is conducted at the Cottrell factories. There are made not simply the two-revolutions and drum-cylinder presses of the job printer, but the flat-bed perfecting and rotary web presses of the publishing houses. Then there are the chromatics and the stop-cylinders, and in all over seventy different styles of



CALVERT BYRON COTTRELL.

Late Secretary of C. B. Cottrell & Sons' Co.

machines. The name of Cottrell has always been a prominent one in the world of invention, and the range of work at their factories includes a great number of mechanisms, such as the shifting tympan and their latest improvement, the mechanism by which it is possible to print and fold at one operation the finest class of magazines using half-tone engravings and specially coated paper. In these instances, as in many others, the Cottrell house entered a field never before occupied, where they must chart a new course and meet unexpected difficulties. It was no small work which was laid out for the young man who was to become the master of such an industry before the age of forty. It would have been practically impossible under any ordinary system, and it brings out strongly the harmonious relations and interdependent mutuality of a business owned and controlled by the members of one family working through two generations, each trained and eager to do his part.

The place left vacant by Calvert Byron Cottrell now descends to his brother, Arthur M. Cottrell, who becomes the new secretary of the company. He has already been actively connected with the business for several years, and is well fitted for the post. Mr. Cottrell leaves a widow (a daughter of the late William Clark, the famous thread manufacturer of Newark, New Jersey) and two children, a son and a daughter. The whole printing trade is the loser in the death of such a man. He will be missed by every one who was fortunate enough to have known him.

NEWSPAPER GOSSIP AND COMMENT



BY O. F. BYXBEE

Editors and publishers of newspapers desiring criticism or notice of new features in their papers, rate cards, procuring of subscriptions and advertisements, carrier systems, etc., are requested to send all letters, papers, etc., bearing on these subjects to O. F. Byxbee, 817 Quincy Ave., Scranton, Pennsylvania. "For criticism" should also be written on papers when criticism is desired.

The following list of books is given for the convenience of readers. Orders may be sent to The Inland Printer Company.

Contests in Typographical Arrangement, Volume I, containing 230 advertisements, submitted in a contest conducted by The Inland Printer. A valuable collection for comparison and study. 40 cents.

STEPS INTO JOURNALISM.— By Edwin L. Shuman. Treats of newspaper work as a more or less exact science, and lays down its laws in an informal way for beginners, local correspondents, and reporters who do not already know it all. Cloth, \$1.25.

Writing for the Press.—By Robert Luce. A practical handbook of the art of newspaper writing, by a practical newspaper man, and meant to be of service to editors, reporters, correspondents and printers. The second edition was made the text-book of the Department of Journalism at Cornell University. Cloth, \$1.

at Cornell University. Cloth, §1.

Contests in Typographical Arrangement, Volume II, containing 128 letter-heads, submitted in a contest conducted by The Inland Printer, the result of which was announced in October, 1809. Contains in addition to the designs, the decisions of the judges and names of contestants, and is a valuable collection for comparison and study. 25 cents.

 $M.\ E.\ Foley,\ Hamilton,\ Ohio.—The five-column ad. is the better.$

Fire destroyed practically the entire plant of the Milwaukee Herold in February.

WILLIAM P. HILL, for over fifty years a prominent New England editor, is dead.

THE next meeting of the Central Illinois Editorial Association will be at Sullivan, on June 10.

Two of Chicago's newspapers will have new buildings this year — the *Inter Ocean* and the *Tribune*.

PATRICK DONAHOE, veteran editor of the Boston *Pilot*, died on March 18, the day after his ninetieth birthday.

H. B. LIZER, principal of the La Porte City (Iowa) schools, has purchased the *Progress Review*, of that place.

The Pinckney (Mich.) *Dispatch* is to have a home of its own, F. L. Andrews & Co. having purchased a building for that purpose

George N. Brown, who recently began his duties as Assistant United States Attorney-General, was a newspaper man early in his career.

The annual report of the Postmaster-General shows that the abuses of second-class mail privilege cause a loss of from \$12,000,000 to \$20,000,000 a year.

The Myersdale (Pa.) Republican's Easter number was a decided credit to its publishers. It was enclosed in a cover of enameled book, nicely printed in colors.

RALPH S. TARBELL, for many years one of the owners of the South Bend (III.) *Tribune*, died at Los Angeles, where he went suffering from a complication of diseases.

On March 15 the Boston Advertiser building was almost totally destroyed, entailing a loss of \$350,000. A proofreader and two compositors perished in the flames.

Peabody (Kan.) News.—A little more ink is all your paper needs to rank among the leaders typographically and also in news features. Ads. deserve particular attention for their neat display.

L. A. EWING, Humphrey (Neb.) Democrat.— I notice considerable improvement in the ads. since the Democrat was

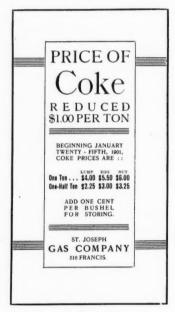
criticized last October. So many letter-spaced headings are not advisable

JOHN H. RERICK, who has reached the age of seventy-one years, has decided to lease his paper, the La Grange (Ind.) Standard, to Carl H. Rerick, his son, and George C. Morgan, who took charge the first of the year.

New Philadelphia (Ohio) *Tribune*.—With the opening of its ninth volume the *Tribune* changed from a nine-column folio to a six-column quarto. It always was a neat paper, but in its new form it appears to better advantage.

J. Milt Drummond, Odessa (Mo.) Ledger.— Both of your ads. are excellent, and the only criticism necessary is the one you have made yourself. A smaller body-letter would have allowed the use of more space about the heading, or perhaps larger type.

C. H. McAhan, St. Joseph (Mo.) News.—The panel arrangements in your ads, are very effective. I do not consider



No. I.

the ad. of W. F. Kirkpatrick & Co. your best, but favor that of the St. Joseph Gas Company, which is reproduced herewith (No. 1), much reduced in size.

Clinton Republican, St. Johns, Michigan.—Printed on its new Scott press, the Republican presents a commendable appearance. The paper is remarkable for its large amount of news and correspondence, and its mechanical arrangement is very satisfactory.

Haldimand Standard, Hagersville, Ontario.—In ad. composition, presswork and make-up, the Standard ranks among the best Canadian papers. The letter used for single heads is rather small, and a few larger heads would improve the appearance of the pages.

EASTON (Md.) Star-Democrat.—There is too much display and too much sameness about the ads., those of Robert B. Dixon & Co. and Hughes' Drug Store being the worst offenders. Presswork is good except that the color is uneven. A very good showing of news.

VICTOR F. LAWSON has sold the Chicago Record to H. H. Kohlsaat, of the Times-Herald, and on March 28 the Record-Herald made its first appearance. Frank B. Noyes, publisher of the Washington Star and president of the Associated Press, has acquired an interest in the Record-Herald and will be its

publisher, Mr. Kohlsaat devoting his entire time to the editorial conduct of the paper.

EDWIN S. GILL, editor of the Honolulu *Republican*, shot and seriously wounded Mortimer H. Stevens, a member of the staff of the *Advertiser*, after a controversy in regard to an article Gill had published concerning some young ladies who were stopping at the Hawaiian Hotel.

OTTO C. SCHNIDT, Rochelle (Ill.) Register.— Nearly all of your ads. are commendable. Occasionally you use type that is too large for the body-letter, as is particularly noticeable in the ad. of W. F. Hackett, in the issue of March 1. The Register is well made up except that correspondence should be graded.

H. G. Durnell, Hamilton (Ohio) Labor Union.—The first issue of your paper is very nicely printed. There are many excellent ads., among the best being those of Ed Rochelle, Ribar's Pharmacy, the Semler Milling Company, Peter Burger, the First National Bank and the Nonpareil Printing Company.

H. E. L'ERKINS, Kellerton (Iowa) Globc.—A very nicely printed paper, even if it is printed one page at a time. Nearly all the ads. are good, those on the first page being particularly commendable. The fourth page would be improved if "The Kellerton Globe" was run near the top of the second column.

J. F. Meere, Lecompte (La.) Drummer.—Your Army presswork is very good and the make-up well handled. I see no particular evidences of the carelessness of which you speak. The ad. of W. A. Odom would be more artistic if a few of the ornaments were omitted, but aside from this the ads. are good.

O. P. SCHUMANN, Hudson (Mich.) Gazette.—Your cartoons are cleverly designed, and good etching and printing bring them out nicely. The fact that since starting this feature you have sold enough extra copies of the Gazette to pay for drawings and etchings is proof that the plan is a good one and should be continued.

Skagway (Alaska) Alaskan.—It is evident that you use better paper and better ink than the ordinary United States paper, but a daily that can command 10 cents a copy can afford to do some things out of the ordinary. The ads., of which there are an abundance, are attractively displayed, and the paper has a very prosperous appearance.

U. G. Baker, Towanda (Pa.) Review.—You are doing well with your ads. and I have no criticism to offer except in that of Nathan Loewus, in the issue of March 15. "Per yard" should have been much smaller, which would have allowed "50 cents" to stand out better, and not enough space was allowed between either end of the signature and the panels.

Contest No. 9.—When this number of The Inland Printer is placed in the hands of its readers, Contest No. 9 will have closed. On the 1st of April several very nice blotters had been submitted and prospects were bright for a profitable demonstration of the ability of contestants to not only set an attractive advertisement, but also to write one.

Sutter Independent, Yuba City, California.—Your ads. lack distinctive display. In a number, where the first line should be most prominent, it is made secondary to the signature, as is most marked in the ads. of M. Goldstein, G. W. Hall, B. F. Gillman and S. Ewell & Co. The color is uneven, but aside from this all other features of the paper are creditable.

Thaddeus S. Walling, Freehold (N. J.) Transcript.—The Transcript is a very nicely printed paper, full of news and particularly strong in correspondence. The panel arrangements in the ads. you have marked are very effective, but the 8-point italic makes a poor body-letter. It is difficult to say which is the best ad., but there is none better than that of Denise & Buck.

On the evening of March 5 the Elmira (N. Y.) Gazette and Free Press issued an election extra in remarkably quick time. The polls closed at 5 o'clock, and eight and one-half minutes later the first returns were received, the last reaching the office

at 5:35. In eight minutes from the time the last copy was received in the composing-room, the last form was on its way to the stereotypers, and in eight and a half minutes more the press was running, so that the *Gazette* was placed in the hands of the general public as it left its usual employment at 6 P.M.

RISINGSUN (Ohio) *Time and Tide*.—There is a decided monotony about the ad. display, and some of the ads. are set almost exclusively in lower-case. You should use an occasional display-line in caps. and do not try to display so much. The column of sandwiched readers on the editorial page is a disfigurement. :Use a little more ink, evenly distributed, and your paper will appear to much better advantage.

MIDDLESBOROUGH (Ky.) News.—The ads. in the News are excellent and you deserve much credit for their neat arrangement and proper display. Phonetic spelling, particularly when carried to the extreme that it is in the News, and the "ragged-edge" style of composition are abominations. It is possible that I might become accustomed to the former if it is forced upon me gradually, but I can see nothing artistic in the latter.

Truman S. Vance, publisher of the Shelbyville (Ky.) Record, is circulating a very neat booklet, setting forth the many attractive features of his paper. To the last cover-page is attached a blank check for \$1, which the reader is requested to fill out with the name of his bank, dating it ahead if he desires, and send it to the Record for a paid-in-advance subscription. The plan is a novel one and I should be pleased to learn if it was successful.

W. P. GAULT, Sparta, Illinois.—Both of your ads. are very good and I reproduce one of them (No. 2), as it shows an effective form of display.



No. 2.

Hartford (Wis.) Press.—A comment regarding this paper was made in this department for March, in which its large pages were referred to as a disadvantage. On March 14 it appeared as a six-column quarto, showing that arrangements for the change must have been in progress. It is well filled with news, but the color on the copy before me is uneven. There is a little too much display in the smaller ads., but the larger ones are very good.

QUARRYVILLE (Pa.) Sun.— Everything about the Sun is quite as satisfactory as it was last August, when it was commented upon in this department, except that there seems to be a

tendency toward making the display in each ad, too near the same size. This is noticeable in those of J. W. McElhany, George W. Hensel, Jr., and J. Haines Dickinson, in the issue of March 15. Compare these ads. with that of Hager & Brother and you will readily see what I mean.

"DEAD-HEADS."- Publishers frequently bemoan their fate because they are expected to publish write-ups of various kinds of entertainments for a couple of paltry tickets, and then to be classed as "dead-heads." The publisher himself is most to blame. The only way to stop it is for the publisher to stop it. When approached for the publication of such matter, state your price per line and how many tickets you can use or will accept in payment for the service, and insist that the balance shall be cash. If there are other papers in your town, why not get together on the question?

Kansas City newsboys made a lot of money in an unexpected manner recently. A page ad. was inserted in one of the city papers, stating that any reader presenting the advertisement at any one of a list of 275 cigar dealers would receive a 10-cent cigar free. The boys usually paid I cent a copy for the paper, but the edition was bought in large blocks by middlemen, who sold them to the boys at 2 cents, the latter flocking around the cigar stores, and every man who approached was advised to buy a paper for 5 cents and get a 10-cent cigar, which he very promptly did.

B. F. Wood, Madison (Neb.) Star.—Your paper is printed exceptionally well for a hand press, make-up is neatly handled and ads. are good. A few of the ads. tend toward a sameness

> Wanted 400 OR MORE People to attend TRINITY METHO-DIST CHURCH next SUNDAY. The pastor will preach in the morning..... THE WOMEN WILL have full charge in the evening. Mrs. Sisson of Norfolk and Miss Watson of Japan will deliver addresses...... The popular Ladies' Quartette will sing.

in the size of display, such as the Union Pacific ad. and that of the Creston Roller Mills. The Trinity Methodist Church ad., which is reproduced herewith (No. 3), while it is set in one of the newer styles of display, is not particularly good, the four lines of 12-point bunched at the top giving it anything but a pleasing appearance. If Allen & Reed's ad. must go in the first column of the fourth page, it should be placed at the top. The Madison Cash Store ad. is well arranged, and while the upper portion is not particularly artistic, it is probably as good as you could do under the circumstances.

H. L. MacMahon, who was residing in Galveston, Texas, at the time of the great flood, supplements THE INLAND PRINTER's reproduction in December of the first issue after that great calamity of the Galveston News, with the following interesting letter:

Editor THE INLAND PRINTER:

DEAR SIR,- I noticed recently in your magazine a reprint of the Galveston News issued on Monday, September 10, 1900. Von would hardly imagine it, but there were twelve comps. actively engaged on that eventful issue of that paper. It was gotten out in Clarke & Court's jobroom for the News Company, and it was the most excited or nervous crowd of men I ever worked among during some twenty years' experi-To add to the confusion, the office was in a frightful condition, and the building itself (a five-story one) was expected to collapse at any moment. Every man left the building as soon as that little sheet was gotten out—that was all the work done there that day. There were only about three hundred copies of that issue printed and they were only about three hundred copies of this loose.
"pumped" off on a Gordon. Respectfully yours,
H. L. MacMahon.

THE Journal Printing Company, Osage, Iowa, writes: "We followed the advice of a recent article in The Inland Printer, and sent statements to delinquent subscribers. The enclosed letter is the first fruit of our work. Had we better continue in business or close up the shop?" The letter referred to, which is given below, would indicate that you were fortunate in securing the \$3, for if the account had been allowed to accumulate you might have had difficulty to collect any of it:

To the Journal Printing Co Osage Gents, you will please find a postal money Order of three Doll to pay you for back subscription to what was to be a democratic paper but as it has drifted into what some fannatics are plased to call Republicanism or in other words Secial prividelgeism taxing the many for the benefit of the fiew I have no further use for it. and you need not continue Send the same eny longer.

yours verry respectfully

AMATEUR JOURNALISM.—The word "amateur," when prefixed to "journalism" at least, is in many instances a misnomer. An amateur in baseball, football, or any other sport, is one who competes for the love of it, without money reward, and this is the main distinction between an amateur and a professional; yet the amateur journalist, even if he does not accept advertising for his publication (and most of them do), has a subscription price, and his paper is "entered as secondclass matter." He may be working for the love of it, but he accepts pay, nevertheless, and every good printer loves the art. The amateur may have published his journal for ten years, starting without experience, perhaps, and in the ten years have developed into a printer of the first class, but just when does he cease to be an amateur? Is it when he divorces his printshop from his residence? Is it when he ceases to use it as a "side line"? Is it when he adds sufficiently to the equipment of his office to make its value exceed a 'certain figure? The mere fact that a man can produce good results with a limited amount of material does not prove that he is an amateur - it takes a good printer to get good results under such conditions. And when a man can do this is he not a professional? But this is only preliminary to what I started to write. The thoughts expressed above were occasioned by the receipt of the following letter:

ALAMEDA, CALIFORNIA, March 7, 1901.

Mr. O. F. Byxbee, Scranton, Pennsylvania:

My DEAR SIR, I read your comment on the statement from the National Amateur in regard to the limited amount of material one needs to issue a paper. [See The Inland Printer for December, 1900.] It may interest you to look over the issues of my paper enclosed. It is printed one page at a time on a hand press, the chase of which is 5 by 7 inches. I have in my plant just twenty-five pounds of 10-point Caslon, five pounds of italic, and a very few leads and rules. I have no rack, but prop the cases on a bureau. I use a pane of glass for an imposing My whole outfit cost me under \$20. Do you think I need be ashamed of the work I do with my limited material? Sincerely,

Mr. Steinberg's paper is the Dilettante, "a monthly publication devoted to the interests of amateur journalism," consisting of thirty-two pages and cover, 5 by 7 inches. The work is excellent. It is perfectly registered, color and impression even, composition and make-up of the pages correct - in fact, there is nothing about the little magazine of which any printer, be he amateur or professional, need be ashamed. The March number was its seventieth issue, so that the publisher, if he has

been connected with the paper since its inception, must be entitled to rank as a professional amateur. However that may be, Mr. Steinberg has demonstrated that he is a good printer and is entitled to much credit for the work he is doing.

THADDEUS S. WALLING, Freehold, New Jersey.—The advertisement of the ball of the Freehold Social Club, which is reproduced herewith (No. 4), is very neat, but when taken out

Second Annual Ball!

Freehold Social Club, in the Freehold Opera House.



EASTER MONDAY, APRIL 8, 1901

Tickets, Admitting Gentleman and Ladies, \$1.00.

The Committee: FORMAN BARKALOW, PETER LAYTON.

No. 4.

of the paper, printed on cards and distributed, must have led to considerable confusion, as it is in reality a ticket with an apparent value of \$1.

BILL Nye's witticisms have been published until nearly threadbare, but here is one that may be new to some of the younger generation: "A man may use a wart on the back of his neck for a collar-button; ride on the back coach of a train to save interest on his money until the conductor comes around; stop his watch nights to save the wear and tear; leave his 'i' and 't' without a dot or cross to save ink; pasture his mother's grave to save corn; but a man of this kind is a gentleman and a scholar compared with a fellow who will take a newspaper, and when asked to pay for it, puts it in the office and has it marked "refused."

THE following correspondence is self explanatory, and will interest publishers who are similarly situated:

O. F. Byxbee, Scranton, Pennsylvania.

Dear Sir,— I have been conducting a daily paper for four years on a "hit or miss" basis as regards advertising rates. I have all sorts of rates, and they do not appeal either to my conscience or my business judgment. Space is worth a certain price and one man should be charged no more than another. Circulations are worth more in some towns than in others. Here, I fear, prices are low, due to the lack of education of the merchant to the idea that space is valuable.

The aim of this letter is to secure from you a rate card to fit the conwhich I shall explain - and you may send your bill along with (I note by The Inland Printer that you answer letters by mail and that your charges are nominal.)

- has 10,500 people. My daily has just a thousand subscribers, and I claim it is the handsomest small-city daily in Wisconsin, or will be when I use a new dress in a few weeks. I charge some merchants who advertise "when they feel like it" 15 cents an inch for first insertion and 5 cents an inch each subsequent insertion -- these ads. usually running from ten to forty inches for three days. Other merchants take one-column ads. two or three times a month and run three days each, and get a rate of \$1 a day straight, or 5 cents an inch -- columns being twenty inches long. Parties who want a standing advertisement - and there are very few of these - get them for \$1 an inch per month. few advertising agencies pay me 4 cents for little or less space, always requiring top of column, next to reading; others get it less, or try to.

I don't want to make my rates prohibitive; they must fit, to an extent, what local merchants will pay. But I would like to have them be just in application to everybody and so definite that I can tell a man in an instant how much a certain space would cost him for a certain time. Figuring on a basis of \$240 a year per column of twenty inches, and on the figures given previously in this letter, can you give me a flat rate for my advertising, and also a graduated rate card? Have you an idea of the rates usually charged by daily papers of one thousand circulation? Taking a 30-inch ad., for example, set in small type, with prices, what would be the charge for the first insertion, and how much less for the second and third? I do not see how a flat rate can apply in a town where some merchants insert an ad. but once and some run the same ad, three times a week. Should I give an advertising agency or foreign advertiser who do their business direct a rate much less than I

charge the home merchant? And if not, will the out-of-town advertiser use my columns?

I think I have given you a tough proposition all around. I await an early reply. You may use this letter in any way you see fit without using the name of my paper or my own name. Very truly, the name of my paper or my own name.

tough proposition." vet DEAR SIR, - It is true that your letter is a " you have explained your needs so clearly that I think I will be able answer your questions in a satisfactory manner. I will leave the rate card to the last, clearing up the other matters first.

Daily papers of one thousand circulation or thereabouts usually ask from 5 to 10 cents an inch for the average contract, though many of them accept less rather than lose the business - even as low as 2 cents.

I may be a little radical in my views regarding short-time business, such as the 30-inch ad., one, two or three times, but if my rate were 10 cents an inch I would charge \$3 for each insertion, allowing the advertiser to change each time, and even encouraging him to do so for his own benefit. It pays to educate advertisers to change their ads. frequently, and not to offer a premium for a standing ad., as it is of more profit to the advertiser, and also more profit to the publisher, as it increases the volume of business

It is best to give the advertising agency a discount of fifteen per cent, but not the foreign advertiser who places direct. Both of these gentlemen will pay your rate if you will convince them that you make absolutely no further discounts to any one, but you can not convince them of this unless it is the truth, for the "truth will out."

For a flat rate for a daily paper of one thousand circulation, situated as you are, I would suggest the following:

Less	than 10	oo in	ches.				•							.12
100	inches	and	less	than	500	inches								.10
500	6.6	6.6	6.6	6.0	1,000									.08
1,000	6.6	6.6	6.6	0.6	3,000	**								.06
3,000	. 66	**	4.6	0.0	6,000	**	٠			٠				.05
6,000	44	4.6	over											

The figures quoted are for run of paper. For siding on reading, ten per cent should be added; for top of column next to reading, twenty This gives the price for a column ad. \$294 per year, instead of \$240, but this is as near as a flat rate in anything like round numbers will bring it. A graduated card may suit your field better, but it would For a card of this character it would probably be wise to begin at 25 cents for one inch, one time; and, starting with this figure, the following is accurately graduated to very near the \$240, as you request:

Inches.	1 time.	2 times.	3 times.	1 week.	2 weeks,	i month.	3 months.	6 months.	1 year.
ı	\$0.25	\$0.40	\$0.55	\$ 1.00	\$ 1.80	\$ 3.20	\$ 7.85	\$ 12 95	\$ 22.30
2	.40	.70	1.00	1.80	3.00	5.75	12.95	22.30	39.80
3	-55	1.00	1.45	2.40	4.20	7.85	17.65	31.70	55.40
4	.70	1.30	1.80	3.00	5.40	9.85	22.30	39.80	68.50
4 5 6	.85	1.60	2.10	3.60	6.40	11.40	27.00	47.60	81.00
6	1.00	1.80	2.40	4.20	7 - 35	12.95	31.70	55.40	93.50
8	1.30	2.20	3.00	5.40	9.30	16.10	39.80	68.50	118.45
IO	1.60	2.60	3.60	6.40	10.80	19.20	47.60	81.00	142.20
20	2.60	4.60	6.40	10.83	18.00	34.60	81.00	142.20	235.80

These figures are also for run of paper, and the same per cent increase should be added for special positions. The column rate for one year is not exactly \$240, but could be arbitrarily made so, although the \$235.80 is the exact result of an accurate ratio of increase

Shall be pleased to answer further questions or furnish additional fig-

Kindly send me \$2 for this service, and oblige,

Yours very truly,

THE INLAND PRINTER'S AD-SETTING CONTESTS.— In conducting the various contests during the past three years in this department, it has always been my intention to do so with the most absolute fairness, even refraining from acting as a judge myself, fearing that unconsciously I would favor the work of an acquaintance, and the letter given below is the first intimation I have had of even a suspicion to the contrary. In no instance have the judges known even the names of the contestants, the specimens being designated by numbers only. I am very glad that Mr. Gard tested the contests as he did and that his confidence in The Inland Printer was found justifiable. His letter follows:

87 NORTH St. LOUIS AVENUE. CHICAGO, ILLINOIS, February 20, 1901.

In view of the fact that in your late ad.-setting contest the undersigned won first, third and fifth prizes out of five, under two names, an explanation of the reasons why such happened is appropriate at this

I set up two specimens of the six ads. presented for competition in your September issue in the ad. room of the Chicago Chronicle and sent

proofs of them to your department editor. The ad.-room foreman of the Chronicle seemed to doubt the impartiality of your contests, claiming that only subscribers and advertisers to your paper had any chance of ever winning any prizes at all, no matter how meritorious the work submitted might be, as you, like other papers, had to look at the dollar-and-cents side of the question mainly. I have in the past ten years heard such opinions, attacking the impartiality of these contests in the different printers' journals, some of them probably borne out by the facts. Still I thought your contests have always been fair and the best man won.

I determined to prove up, so to say, and at the last date allowed to submit proofs I set the same ads. up again in another office and sent in proofs under my first and middle names, Charles Hill, and was very much surprised to be notified about December 1 that these last two specimens took first and third places, and still a little more surprised to later learn that one of my specimens took fifth place, tying for fourth place. I never thought much of the other specimen that got left, it being set after 2 A.M., when very tired, and in a poor style of type for display work, the Jensen, the best at hand for the purpose after the gothics were used.

My record appeared in the January issue of The Inland Printer under the Charles Hill name, and my photo in the February issue under the same name, but of the four proofs, three of them appeared in your January issue.

The pleasure of winning three prizes out of the five is secondary to me to having demonstrated in a most practical manner to the craft at large, the world over, the absolute fairness and impartiality of your contests, it being remembered that the name, Charles Hill, winner of the first and third prizes, was not and never has been a patron of your journal for a 5-cent piece. Very truly,

CHARLES H. GARD.

TRADENOTES

BEN W. ROWLAND & Co., printers, have removed to the Enterprise building, 79-81 Fifth avenue, Chicago.

E. B. McDowell has leased the Gordonsville (Va.) Gazette and moved from Palmyra, in that State, to take charge of the paper.

The Franklin Club, a society of the employing printers of Des Moines, Iowa, gave its second annual banquet in that city on April 8.

The Thomas Stationery Manufacturing Company has moved its manufacturing plant from Wilmington, Delaware, to Springfield, Ohio.

HARRY W. KEENY has been made business manager of the Telegraph, Harrisburg, Pennsylvania. Mr. Keeny was formerly with the Scattinel at Carlisle.

H. H. SIX, formerly one of the owners of the Terre Haute (Ind.) *Tribune*, has accepted the position of manager of the Muncie (Ind.) *Morning Daily News*.

The Exening Tribune, Winnipeg, Manitoba, has recently moved into its own new building and installed a Hoe perfecting press capable of producing sixteen pages.

Penrose & Co. announce the removal of their London office to commodious quarters at 109 Farringdon Road, E. C., with works in Little Saffron Hill, immediately adjoining.

W. J. Hibberd, of the Philadelphia branch of the American Type Founders Company, has been promoted to the position of correspondent, lately held by George W. Witham, deceased.

EDGAR S. NASH, who for some time past has been art manager for the *Saturday Evening Post*, is now managing the art department of the Beck Engraving Company, of Philadelphia.

H. H. MILLER, foreman of the *North American* (Pa.) composing-room, was presented with a handsome silver service by his associate workmen in honor of his twenty-fifth wedding anniversary.

Chambers Brothers Company, makers of paper-folding machines, Philadelphia, have opened salesrooms in Chicago, at

171 South Canal street. The store will be in charge of J. E. Eastes, Western manager.

W. M. WILLIAMS, formerly with the A. S. Gilman Company, Cleveland, Ohio, has opened an office in that city under the name of the W. M. Williams Printing Company. He has three platen presses and is about to put in a cylinder.

The partnership between Harrie E. Waite and Mary K. Freeman, conducted under the firm name of H. E. Waite & Co., Lebanon, New Hampshire, was dissolved on March 1. The business will be continued by Harrie E. Waite under the same name.

Z. V. Rogers has retired from the National Engraving Company, of Washington, D. C., and Charles A. Joubert, of New Orleans, purchased his interest. Mr. Rogers goes to Akron, Ohio, where he has bought the business of the Akron Photoengraving Company, changing the name to Rogers Engraving Company.

The Bullock Electric Manufacturing Company, of Cincinnati, and the Wagner Electric Manufacturing Company, of St. Louis, have effected a combination of their selling organizations. By thus combining forces in the field they are mutually benefited, inasmuch as the products of the two companies are totally different, and where the product of one is used, the other is likely to be necessary.

The Harris Automatic Press Company has moved its Chicago offices to room 1460, Old Colony building, 295 Dearborn street. Mr. G. A. Bauer, Western agent, remains in charge. One of the new automatic sheet-feed machines of this company has recently been installed in the printing-office of Sears, Roebuck & Co., Chicago, and is running very successfully. Those who have witnessed its performance pronounce it a wonder.

THE Employing Printers' Association of California, San Francisco, will give its second annual picnic on May 25. The first outing of the association was a very enjoyable affair, and it is expected the one planned for this season will be even more successful. A souvenir book on the lines of the one published last year is being prepared. It will not only give the names of the different committees, the prizes, etc., but will have a number of very tastefully displayed and printed advertisements. The directors of the Employing Printers' Association include fourteen of the leading printing concerns in San Francisco. The officers are John Partridge, president; Robert W. Neal, secretary-treasurer, and E. D. Taylor, vice-president.



Collection of H. W. Fay, De Kalb, Ill.

CHERUBS.

Photo by Rowley.

HELPS TO GET ONE'S MEALS.

Do I like The Inland Printer? Well, you might as well ask me if I like three hearty meals a day. It is the means of getting those three meals.—C. C. Wood, The Farm and Real Estate Journal, Trace, Iowa.

PATENTS OF INTEREST TO PRINTERS



BY CHARLES H. COCHRANE.

(For other patents see the various departments.)

The most voluminous patent of the month relating to printing is No. 668,719, by R. C. Seymour, assignor to the Cottrells. It describes a complex folding machine adapted for use with a rotary press, and its 115 claims cover improved devices and combinations for securing accurate operation of the machine. Mr. Seymour is also the inventor of patent No. 670,624, covering an improved form of paper folding and stapling machine.

William Spalckhaver, of Brooklyn, has assigned to the Hoes patent No. 668,807, covering combinations of devices in a web press, the especial object being to provide an improved construction whereby the length of the web advanced for each impression and the length of the printed sheet are made to correspond with the length of the form.

An English inventor, William Bridgewater, has taken out patent No. 669,678, on a form of table-raising mechanism for a paper-feeding machine.

Talbot C. Dexter has two patents to report this month. No. 669,724 covers a sheet conveyor frame for use with his paper-feeding machine. The other, No. 669,061, describes a paper-registering instrument in which the registering of the paper is effected by means of vertically movable pins dragging upon the paper and dropping into slits.

A paper-slitting attachment for printing-presses has been devised by J. F. Fromm, of Rochester, New York, and patented as No. 668,915. It is attachable to a cylinder press above the cylinder, operating upon the paper immediately after it has been seized by the grippers.

Patent No. 670,107, by E. Lambert, of Paris, France, covers a winding mechanism for web printing machines and the like. The distinctive feature of the invention is an expansible drum.

A neat form of combined gauge and clamp for paper-cutters has been patented by H. F. Hammond, of Waterbury, Connecticut, as No. 670,876.

A paper-cutting machine involving numerous improved details of construction is the subject of patent No. 669,869, by S. K. White, assignor to the Standard Machinery Company.

C. H. Palmer and J. W. Denmead, of Barberton, Ohio, show in patent No. 669,369 a paper-cutting mechanism designed to be attached to a printing-press. Its distinctive feature is the use of a projection which deflects the moving sheet of paper out of its regular course, causing it to buckle, and thus saving it from injury during the stoppage of the paper by the knife.

William Friese-Greene, famous as the inventor of electrical inkless printing, has taken out two more American patents. No. 670,510 describes a process of printing by passing electricity through paper which has been impregnated with a photographic developer. The other, No. 670,511, covers, as a new article of manufacture, paper containing certain described chemicals which are essential to the electric method of printing.

H. A. W. Wood, of the Campbell Company, in patent No. 670,167, describes an improved apparatus for bending printing plates. His system is such that the face of the plate does not come in contact with any of the mechanism.

A multicolor printing machine is the subject of the American patent, No. 669,484, taken out by Ivan Orloff, of St. Petersburg, assignor to the Printing Art Company, of London,

England. Its construction is based on the principle of using a plurality of transfer cylinders for conveying the several color designs to the final printing cylinder.

The United States Envelope Company is the owner of patent No. 670,183, taken out by William S. Metcalfe. This describes an envelope machine having improved folding devices.

An ingenious method of imitating typewritten work on a printing-press is covered by patent No. 670,576, by C. E. Adamson, of Muncie, Indiana. He introduces an ink ribbon, similar to a typewriter ribbon, only much wider, over the form, in such a way that the types print through the ribbon on to the paper, thus securing the same effect as printing on a typewriter.

Emil Frank, of Kansas City, Missouri, has devised a neat form of bookbinder's type pallet and patented it as No. 669,629. The type are securely clamped by thumb-nuts on either side.

BUSINESS NOTICES



This department is designed exclusively for business announcements of advertisers and for descriptions of articles, machinery and products recently introduced for the use of printers and the printing trades. Statements published herein do not necessarily voice the opinion of this journal.

\$8.00 ADVERTISEMENT PRIZE CONTEST.

The "Practical Colorist," price \$8, will be given for the best-worded and displayed advertisement giving the six strongest reasons why a printer, who hopes for real success, must own the "Practical Colorist." The book is most valuable and well worth striving for. A bound copy of designs submitted sent contestants. Write for terms of contest and sample pages of book. The Owl Press, Burlington, Vermont.

AN AUTOMATIC MAKE-READY.

From the Rhodes Blanket Company, 290 Broadway, New York, comes a pamphlet entitled "Rhodes Automatic Makeready Blanket." It is printed on plate-finished deckle-edged stock in black and drab, with dark gray cover, in three printings. The work is by the Patteson Press, New York. The book not only tells in a concise and thorough way the advantage of using the Rhodes blanket, but is a neat piece of printing.

WOOD TYPE.

We call attention to the display of new faces in wood type. made by the Hamilton Manufacturing Company, in this issue. The showing of wood type specimens in The Inland Printer is a new feature with the Hamilton Manufacturing Company, and heretofore specimens of this kind have been shown in catalogues or in circular form only. The series consists of four different faces, and prices are given for each size, as shown; other sizes, however, can be furnished at regular prices, as listed, for the same class in the regular catalogues of the Hamilton Manufacturing Company. Prices are given on 3A caps, lower-case and figure fonts only, but cap fonts can be furnished alone, or caps and figures, as usual, and if 3A fonts are not large enough to suit the requirements of customers, 4A fonts or 5A fonts can be ordered at proportionate prices. The price per letter is given in each instance, and by referring to the table of fonts in the Hamilton catalogues, the price of any size font can be readily estimated. All prices given for the specimens are

subject to the usual discount of fifty per cent, with an extra five per cent for cash. The type can be ordered from the Hamilton Manufacturing Company, at Two Rivers, Wisconsin, or Middletown, New York, or through any dealer in printers' supplies in the United States or Canada, or any foreign country.



IT'S ALL IN THE "FACE."

Freckles on the human face do not give a good "impression," but freckles on a "type-face" do—on the "ribbonface" typewriter type. It's great stuff; have you got it? Want samples? The Typewriter-Type Company, Boston, Massachusetts.

A NEW CATALOGUE.

The Latham Machinery Company, Chicago, is sending out a new general catalogue covering their bookbinders', printers', lithographers' and paper-box makers' machinery and supplies. It is a book of 112 pages, giving illustrations and descriptions of all of their well-known wire-stitching machines, power perforators, punching machines, numbering machines and other specialties. A considerable portion of the book is taken up with designs for gilding rolls and pallets, blank rolls, corner and center stamps, etc., for bookbinders' use. It is a valuable catalogue and should be in the hands of every printer and bookbinder. It can be had from either the New York or Chicago offices of the company.

AN INVITATION TO PRINTERS.

A number of printers in the West and South, en route to the Pan-American Exposition at Buffalo this year, may perhaps stop over at Cleveland to visit the attractions of that city. The Chandler & Price Company, manufacturers of printing-presses and printing machinery, whose works are located there, inform us that they will take great pleasure in showing their plant to any who stop in Cleveland, either going to the Exposition or on their way back. This company has the largest and finest equipped factory in the world for manufacturing platen presses and paper-cutters. An opportunity to witness the process of manufacture of the machines is now offered to printers, and should be taken advantage of.

THE DEXTER FOLDER EXHIBIT AT BUFFALO.

The Dexter Folder Company has taken considerable space in the Graphic Arts building at the Pan-American Exposition and will present a magnificent exhibit. A printing-press feeder, attached to a press, will be in operation, as well as folders equipped with wire-stitching attachments, automatic pointing attachments and all of their latest improvements. It would be well for all interested in this class of machinery to examine this exhibit carefully. Attention is called to list of some of the users of the feeders in the advertisement of the company this month. A request will bring to any one a copy of a very complete descriptive illustrated catalogue of the Dexter feeding machine.

NEW CYLINDER PRESS LOCKS.

The Morgan & Wilcox Manufacturing Company, maker of the well-known "steel furniture" which has had such a large sale and is so highly prized by printers, has brought out a series of quick locks for cylinder presses which promise to be equally useful. They are made, as the cuts on page 168 will show, of tubular steel, which nearly doubles the length of the lock when fully extended. The locks are simply pulled out till they fill the required space on the bed of the press or inside a

chase where there is opening to be filled, and then locked with the ordinary Hempel key which is found in every printing-office. Their value lies not only in the time they save, but in the fact that they hold the chase solid to the press bed and thus prevent material working up inside. Like the steel furniture, this appliance is also practically indestructible. The locks are guaranteed to stand a pressure of three tons apiece, and they look able to stand it. The locks are made in four sizes, which have a range of 3½ to 26 inches. The firm reports a very large sale of these locks in all parts of this country, Canada and England. The device is the invention of W. G. Slauson, who is traveling salesman for the firm, and who seems to have struck a very good thing.

A NEW ADVERTISING PAPER.

Frank McLees & Brothers, engravers and printers of cerotypes, 216 William street, New York, are preparing a monthly paper to advertise their cuts. The first number will consist of eight pages, 10 by 13 inches in size, containing specimens of work, with reading matter in regard to cerotypes, how to use them, where to purchase, etc., and will be sent to printers everywhere. The firm has decided to send out a paper of this sort to educate printers in the use of its special cuts, and thinks it can cover the ground better than to send out separate sets of samples with no explanation, which often necessitates a great deal of correspondence. It is expected the first number will be issued some time in May, and every printer reading this notice who desires to secure a copy should send his name at once to the firm.

A BOOK OF TRITE SAYINGS.

The Inland Printer Company has purchased from the author, Mr. W. F. Fox, Chicago, a book which some of its readers may be interested in. It is called "Trite Sayings" and contains one thousand of these sayings or familiar quotations. In his preface to the work the author says: "Trite sayings, or condensed utterances of wisdom, have grown with the growth of human language, and all classes of people, in all ages and countries, have contributed to enrich this feature of the literature of the past and present. In this compilation, no attempt has been made to give the original sayings, or their authors, but to gather together in convenient form for information or for ready reference, in alphabetical order, such sayings or phrases as are familiarly used today. There is no guaranty that the lines given are correct - having been taken as they go the rounds of every-day life - nor is there a pretense that the compilation is made complete. This collection, nevertheless, may serve to interest the curious, or to aid in furnishing 'sayings' to those who may be inclined to use them." The book is neatly printed, is bound in cloth, and contains fifty-two pages. It will be sent by mail postpaid, by The Inland Printer Company, on receipt of 50 cents.

THE NEW IDEAL PAPER-CUTTER.

We call attention to another new paper-cutting machine recently put on the market by the well-known firm of T. W. & C. B. Sheridan. Messrs. Sheridan state that in their New Ideal is embodied those features which are now so often demanded by some users of paper-cutters, i. e., high rate of speed and great clamping power. The New Ideal has been carefully designed and constructed to meet these demands, and a speed of thirty-three cuts per minute with minimum power required to run the machine has been obtained in this cutter, together with an enormous clamping power. The New Ideal will undoubtedly take its place with the now popular New Model, which has already won high praise from hundreds of users all over the country, and has an established reputation. It is strictly a friction-clamp cutter, but by its unique device of compounding clamping power, one thousand pounds pressure applied to the friction clutch exerts four thousand pounds of

clamping power. The New Model is said by its makers to be the only successful strictly automatic clamp cutter. Both of these cutters are worthy of the most careful investigation from those interested in the most modern, up-to-date paper-cutters. The high reputation of T, W. & C. B. Sheridan is a sufficient guarantee that nothing but the best will be offered by this well-known concern.

ELECTRIC MOTORS AT BUFFALO.

Printers, electrotypers and others who visit the Pan-American Exposition at Buffalo can see the practical operation of Lundell motors in connection with printing-presses and other machines used in the allied trades. Among other exhibits will be one of the John Thomson Press Company, whose job presses will be operated by a Lundell 10-horse-power round-type motor. R. Hoe & Co. will operate all their electrotyping machines by the Lundell motors, and the Dexter Folder Company will have several of their machines and also a Scott printing-press operated by a Lundell motor. These motors, as is well known, are manufactured by the Sprague Electric Company, New York.

THE LARGEST ROLLER-CASTING MACHINE IN THE WORLD.

The advertisement of the Chicago Roller Company in this issue of The Inland Printer contains an illustration of the largest machine in the world for casting printers' rollers. It is 103 inches long by 25 inches in diameter, and is arranged so that seven six-inch rollers can be cast at one time. This machine was made by James Rowe, Chicago, the well-known manufacturer of rollermaker's machinery. It will do the largest newspaper work in the very best manner, and is capable of turning out seven casts each day. Such rollers are suitable for the large Hoe presses, like those used by Hearst's Chicago American, the Daily News and the Tribune, Chicago. The method of casting rollers by this "Gatling-gun" process renders the rollers perfectly true and solid from one end to the other, and obviates the liability of irregularity as to size or any of the imperfections, such as pinholes, etc., which are often met with in other methods of casting.

OUR TRADE AGENCY.

The Typo Mercantile Agency, the special agency of the trade made up of the paper, book, stationery, printing, publishing and kindred lines, reports a large increase in membership dating from the first of the year 1901. This trade agency determines the credit of firms in the trade from the testimony of subscribers or others who have been selling them, thus making its service largely cooperative in character. The agency serves as a clearing-house for the credits of this special trade, making for the subscriber an inquiry in the trade regarding a customer much more general and effective and at less expense than the subscriber could himself. While the feature of the special reports of this agency is, therefore, trade opinion, they also embody the result of a careful local inquiry. The growth of this trade agency since its incorporation in 1896 indicates that the agency deserves from the trade the support which it is receiving. It also proves that its own agency is an essential feature of any trade, for, through the mutual effort and cooperation of its members, it learns their experience with, and opinion of their customers, and can thus supply information on this special trade of the utmost value in passing credits.

The Typo Credit Book, which is issued to subscribers in January and July, besides being a guide to the credits of the trade, has an additional value, for it supplies the subscriber with the means of increasing his business, the book being a complete directory of the trade in all its branches, so classified as to give a distinct list of each branch; that is, of printers, of

lithographers, of stationers, of paper-dealers, etc. In the Typo Weekly Bulletins are condensed those trade happenings which affect credits, accomplishing a great saving of the busy man's time. In the Typo Collection Department, which is conducted for the use and convenience of subscribers, the knowledge of the present condition of the debtor, or experience with him in the past, gives the department the advantage of knowing, upon the receipt of a claim, the best steps to take to collect or secure it.

In this age of specialists, the special agency of the printing and paper trade should be of the greatest value in the matter of trade credits, and deserving of the hearty support and cooperation of all of those who sell largely to this trade. At the general offices of this agency, in the Fulton building, 87 Nassau street, New York city, visitors interested in the trade are always welcome.

PALMER & OLSON MOTORS.

The Palmer & Olson motor has several features which make it a practical and efficient motor for general use. The magnet is a single casting of soft steel with ventilating slots at the pulley end and an opening at the commutator end large enough to admit the armature. The rear-bearing shell is cast integral with the magnet and the front-bearing yoke is bolted to the frame and is provided with an aperture, exposing the upper part of the commutator, thus rendering the brushes and brush holders easily accessible. The motor is built for slow speed and is practically noiseless. The bearings are, of course, selfoiling. Among other points of merit claimed for these motors are that they are interchangeable for floor and ceiling use, that they run under full load without perceptible increase in temperature, the brushes are self-adjusting, and the motors show no external magnetism. The spheroidal contour of these motors reduces their liability to accident from external causes. These motors are in use in various printing-shops through the country and have been found very satisfactory for use with printing machinery.

A RADICAL CHANGE IN TYPE CABINET CONSTRUCTION.

We refer our readers to the advertisements of the Hamilton Manufacturing Company, pages 186 and 187, where they show the new "Twentieth-century" unit type cabinet, which promises to have an unprecedented sale. It represents a radical departure in two respects: First, the unit system as applied to type-cabinet construction; second, the various depths of cases, an idea brought to the attention of the Hamilton Manufacturing Company by L. A. Burton, of Gladbrook, Iowa.

The wonder is that this varying depth in cases, arranged in series, was never applied before. Every printer who has served his apprenticeship has experienced the difficulty in "fishing" for nonpareil and other small sizes of job type from the bottoms of small type compartments. Very often the type is broken or the face ruined by this fishing process - at any rate, the patience of the compositor is always in danger of rupture. Even a comparatively large font of 6 or 8 point job type will barely cover the bottom of the type case. There is, therefore, no possible excuse for keeping such a font of type in a case with compartments the regular one inch in depth. It is a waste of space, and causes a waste of time and patience. The waste in space is sometimes partly overcome by doubling up the fonts and putting a small-size font in with a much larger size. This is an unsatisfactory way of remedying the difficulty. fonts are then more difficult to compose from and the result is more waste of time.

In the most shallow cases which are fitted in the unit cabinets, the slats have a depth of scarcely 3% of an inch. The type is readily accessible, even in the smallest compartments, and we feel sure that these cases will prove a delight to the compositor.

The Hamilton Manufacturing Company claims that the gain in case capacity in the unit system, over the best steel-run construction heretofore made, is fully thirty-nine per cent, which is really astonishing, considering the great gain that the steel run has made over the old wooden-run construction.

A fine feature in this unit system is the sort-box arrangement in the style "B" cap piece. It gives sixty removable, adjustable sort compartments of good size, and it will be found a most admirable and convenient arrangement. In the advertisement, the depth of the sort boxes is given as 134 inches. This is a mistake; it should have been printed 1 9-16 inches.

The unit cabinet will, no doubt, hereafter be the most used of all type cabinets and will be as standard an article as the old case stand was a quarter of a century ago, before type-cabinet construction had been developed to any extent.

AN INTERESTING EXHIBIT.

One of the most attractive features to the publishing and princing trade will be found in the workshop of the Graphic Arts at the Pan-American Exposition, Buffalo, New York. It should on no account be missed by all who visit the Exposition, as it will afford an opportunity to witness the process of making photoengravings, from the making of the negative to the turning out of the finished proof. Hitherto the art of photoengraving has been shrouded in mystery, signs such as "Keep out" and "No admittance" being very well displayed around the establishment of the different photoengraving firms. The exhibit will be made by the Electric City Engraving Company, Buffalo, and will be complete in every detail. The latest and most modern type of apparatus and machinery will be shown, all having been built specially to afford the visitor an opportunity to see all that is best and most modern in a fine up-todate process plant. One of the most interesting features of this exhibit will be the magnificent plant of machinery, each machine being specially driven and operated by separate electric motors, thus showing the great advance made in the last few years in this type of machinery. These machines are from R. Hoe & Co., of New York, and have been specially designed and built for the Electric City Engraving Company's exhibit. This plant will be one of the most perfect ever placed together, and will be lacking in nothing. The Electric City Engraving Company has even put in one of the latest patent Colt's Armory presses, with the purpose of showing printers how a good press and fine half-tone plates can give almost unequaled results. One feature of this exhibit will be to show country printers and publishers how the extra deep half-tones, of which this firm makes a specialty, can be printed on common newspaper and with cheap ink, and yet give very satisfactory impressions. The enterprise displayed by the Electric City Engraving Company in the interests of its friends and customers, as well as the general public, will be greatly appreciated by the trade, as it will afford any person interested in this beautiful branch of the graphic arts an opportunity to not only see and get a good idea of how this work is executed, but they will be able, after having seen this process working in all its details, to explain to customers just how a half-tone is made, and the reason why certain styles of photographs are useful for this work, while others should be rejected. In fact, it will give any one interested a thorough education, at least in the technical manufacture of these beautiful products. The Electric City Engraving Company extends a most cordial invitation to all the craft to visit it in the workshop of the Graphic Arts, and to ask for all information it may be in its power to give. It hopes that the printing trade will make the office of the Electric City Engraving Company their headquarters while at the Exposition. The office will be a pleasant resting place, where bound volumes of The Inland Printer and other trade journals will be on hand for ready reference, and to while away an odd half hour while waiting the coming of friends.

THE C. & C. SERIES-PARALLEL SYSTEM OF CON-TROL FOR NEWSPAPER PRESSES.

One of the most difficult problems that the manufacturer of electric motors has had to solve is that of successfully driving large newspaper presses, the requirements as to heavy starting torque, slow make-up speeds, gradual acceleration, high efficiency and reliability of operation being unusually severe. In modern printing establishments electric motors are being very largely and most satisfactorily introduced, there being no question about the great economy, cleanliness and convenience of the electric drive. The successful operation of small job presses by motors has not been considered a very serious problem, but in driving large newspaper presses properly an entirely different set of conditions is encountered.

A number of newspaper publishers have substituted large motors for steam engines, the motors being of the ordinary single commutator type driving the press through a belt, the speed control and the operation of the press having been accomplished in the usual manner through the application of friction cones, tight and loose pulleys, etc. This system has been far from successful, especially on account of the very large quantity of current required to start the press and also on account



of the inability to start the press very slowly and vary the speed at will. Other systems have been introduced wherein the motors were geared to the presses and the speed variation effected electrically in various fashions, but in nearly all of these systems the speed variation has been largely effected either through the use of wasteful resistance or through the use of an auxiliary motor or motor-dynamo.

About a year or so ago The C. & C. Electric Company, of New York, introduced a system for electrically operating newspaper presses which has proved highly successful. A number of these equipments have now been in operation over a year and the manufacturers feel no hesitancy in claiming that their series-parallel system of control is superior to any system yet introduced, both as to economy of operation and facility of control.

In the C. & C. system, a compound-wound motor, fitted with an armature of the double-wound, double-commutator type, is placed in a pit beneath the floor and directly connected to the press by means of a pinion meshing into the main driving gear of the press. There is also placed in the pit a starting-rheostat, an automatic controller, and two automatic solenoid switches, while above the floor there is bolted to the press an iron framework fitted with a pivoted hand lever of the type so familiar to the pressman. Usually there is also placed near the press against the wall a slate panel fitted with a main-service switch, emergency switch, an ampere-meter to indicate the load of the motor and a lamp bracket. At convenient places around the press, foot pushes are set in the floor, the pressure of any one of which will instantly stop the motor.

The entire control of the motor, and consequently of the press, is effected through the back-and-forth movement of the single hand lever, this lever being connected by a rod with the automatic controller. No auxiliary motor or motor-dynamo is used and but a very small quantity of resistance, through the use of which there is practically no waste of current.

A quadrant is placed near the lever in which notches are cut, in which falls a ratchet which is operated by a trigger connected with the lever which is intended to be pressed by the operator. By moving the lever forward one notch the armature revolves very slowly at the rate of about ten revolutions per minute; as the lever is moved forward notch by notch, the speed is slowly increased to any desired extent. The lever can be moved back and forth at will by the operator and any desired speed given to the press shaft, and the motor started and stopped at will.

With this system, as is the case with no other system, the speed of the press can quickly be reduced to any desired speed, even to the very lowest running speed, and then quickly increased again to any desired speed, without injury to the motor, press or paper. This is very desirable to avoid breaking the web where pasters are encountered. The rolls can be "inched" at the will of the pressman and any make-up speeds desired can be attained. The acceleration is so gradual that there is no jerking and no danger of injuring the press.

This equipment does not necessitate the use of an extra man on any press, as the system is entirely automatic, and any man of ordinary intelligence can operate it successfully. There are no delicate, complicated parts that are liable to get out of order. The current consumption of the entire equipment is far less than that of any other electric system.

The C. & C. Electric Company have installed quite a large number of these equipments during the last year, among which might be mentioned the following: Four 50-H. P. equipments driving four Hoe quadruple presses for the Evening Telegraph, Philadelphia; one 30-H. P. equipment driving Goss press for the Evening Call, Philadelphia; one 35-H. P. equipment driving Hoe quadruple press at the German Daily Gazette, Philadelphia; one 40-H. P. equipment driving Hoe quadruple press for the Los Angeles Herald, Los Angeles, California; one 50-H. P. equipment driving Hoe quadruple press for the Oregonian, Portland, Oregon; one 40-H. P. equipment driving Hoe quadruple press for the Post-Intelligencer, Seattle, Washington; one 75-H. P. portable equipment used for testing large presses in the factory of R. Hoe & Co., New York. The equipments have given perfect satisfaction to their owners, and so far none of them has failed in any respect, nor has any renewal of parts been called for.

The C. & C. Electric Company, 143 Liberty street, New York, will send to those publishers who are interested in this matter their descriptive bulletin, I. P. 138, which will be found of very great interest and which illustrates very fully their system.

THE INLAND PRINTER IN ALASKA.

For ten years I have been a regular customer of the newsdealers handling The Inland Printer, and have at last decided it is time my name appeared upon your subscription list. Now that you have raised the price to the proper figure, I want to express appreciation of the journal by saying that the price ought to have been raised some years ago—it has always been worth twice what I gave for it. As correspondent of the Seattle (Wash.) Star last summer at Nome, Alaska, I took along eight or nine copies of The Inland Printer from my files, and found nothing could have served as a better introduction to the newspaper fraternity who had spent the long winter months in that desolate camp than your magazine. I mention this as evidence that printers never get so far away as to forget The Inland Printer.—Verne L. Joslyn, Business Manager the Reporter, Vacaville, California.

See the sales of Miehle presses during month of April, on page 309.

WANT ADVERTISEMENTS.

We will receive want advertisements for THE INLAND PRINTER at a price of 50 cents for 20 words or less, each additional 10 words or less 25 cents, for the "Situations Wanted" department, or 80 cents for 20 words or less, each additional 10 words or less 40 cents, under any of the other headings. Address to be counted. Price invariably the same whether one or more insertions are taken. Cash must accompany the order to Insure Insertion in current number. The insertion of ads. received later than the 20th of the month preceding publication not guaranteed.

BOOKS.

A BIT, and another bit — two bits, 25 cents — brings to you a copy of my booklet on Souvenir Mailing Cards, with a set of six Photogravured cards. You need it, if you're interested. OTTO KNEY, Madison, Wisconsin

AMERICAN PRINTER, monthly, 20 cents a copy, \$2 a year. Publicity for Printers, \$1. Book of 133 socimens of Job Composition, 50 cents. Send to J. CLYDE OSWALD, 150 Nassau street, Xew York.

BACKBONE PRINTER'S PRICE-LIST—All printers; time-saver, crror-detector, money-maker; price \$1.50. H. F. BUNDY, Omaha, Nebraska.

BOOK OF DESIGNS FROM TYPE, by Ed S. Ralph. We have secured the entire edition of this book, which was so popular a short time ago, and will fill orders at the old price of 50 cents, postpaid, as long as the books last. THE INLAND PRINTER COMPANY.

BOOKS AND MAGAZINES—For the convenience of patrons, The INLAND PRINTER will undertake the purchase and transmission of current books of any description, and will accept and forward subscriptions for the popular magazines and newspapers. Remittance at publishers' price must accompany orders. Prices will be quoted for books if stamp is enclosed for reply.

CONTESTS in Typographical Arrangement, Volume I, containing 230 advertisements submitted in a contest conducted by The Inland Printers, the result of which was amounced in May, 1809. Contains in addition to the designs, the decisions of the judges, and is a valuable collection for comparison and study. 40 cents. THE INLAND PRINTER (OMPANY).

DRAWING FOR PRINTERS, a practical treatise on the art of designing and illustrating in connection with typography. Containing complete instructions, fully illustrated, concerning the art of drawing, for the beginner as well as the more advanced student, by Ernest Knufft, editor of the Art Student, and Director of the Chautaquia Society of Fine Arts, 240 pages; cloth, \$2, postpaid. THE INLAND PRINTER COMPANY.

ELECTROTYPING, a practical treatise on the art of electrotyping by the latest known methods, containing historical review of the subject, full description of the tools and machinery required, and complete instructions for operating an electrotyping plant, by C. S. Partridge, superintendent of electrotyping and stereotyping for A. N. Kellogg Newspaper Company, Chicago, and editor Electrotyping and Stereotyping Logariment of The Inland Printer. 150 pages; cloth, \$1.50, postpaid. THE INLAND PRINTER COMPANY.

ESTIMATING BY PERCENTAGE, by Henry E. Seeman. An exposition of a method of estimating profit and expense by percentage which has been in successful use for several years. Reprinted from THE INLAND PRINTER. 10 cents. THE INLAND PRINTER COMPANY.

FACTS AND ECONOMIES sent for 2 stamps. It is a booklet containing much valuable information for every-day use. You need it. THE OWL PRESS, Burlington, Vermont.

HOW TO IMPOSE FORMS — New system, easily learned and remembered, accurate; 25 cents. FREDERICK W. CLOUGH, 62 Hungerford street, Hartford, Connecticut.

MAKING READY ON JOB PRESSES, by Charles II. Cochrane. A pamphlet of 32 pages, dealing with make-ready as applied to platen presses; full instructions are given in regard to impression, tympan, overlaying and underlaying, register, inking and distribution, etc. Sent, postpaid, for 10 cents, by THE INLAND PRINTER COMPANY.

MANUAL OF STYLE FOR COMPOSING-ROOMS — Complete copyrighted system of rules covering all questions of style arising in printing-offices; an invaluable aid to the printer and proofreader, reducing to a systematic basis the troublesome problem of uniformity in composition; 8vo. 24 pages, price, postpaid, 50 cents. THE STONE PRINTING & MANUFACTURING COMPANY, Roanoke, Virginia.

PROOFREADING, a series of essays for readers and their employers, and for authors and editors, by F. Horace Teall, critical proofreader and editor on the Century and Standard Dictionaries, and editor Proofrom Notes and Queries Department of The Enland PRINTER, 100 pages; cloth \$1, postpaid. THE INLAND PRINTER COMPANY.

PRINTERS, send me \$1 for a year's subscription to the "Twentieth-century Advertiser," and you will receive by return mail a complete process for zinc etching and embossing, and the recipe of the finest padding glue in existence; it is cheap, easily prepared, flexible as rubber, dries quick and leaves a nice, glossy surface, works well in any climate; over 400 sold. O. C. HANSELL, Heron Lake, Minnesota.

"THE AVOID-LOSS JOB CALCULATOR" for small and middle-sized printing-offices in city or country, enables printers to estimate correctly, to charge right prices for any kind of printing in any locality, and to avoid losses where competition prevails; postpaid, 25 cents. R. DE LOUDON, 545 Fulton street, Chicago.

THE INLAND PRINTER CUT AND ORNAMENT BOOK; new enlarged edition, 208 pages; over 1,800 cuts for advertisements, blotters, head and tail pieces, initials and ornaments, some of which you may need on your next job. Price, 25 cents, postpaid, which we will refund on first order for cuts amounting to \$1.

THE NINE-HOUR DAY WAGE CALCULATOR — Shows amount due for ½ hour to full week, by quarter hours, at wages ranging by quarter dollars from \$\frac{1}{2}\$ to \$\frac{1}{2}\$ to thin bindex enables the required figure to be found instantly; bound substantially in flexible leather; will save its cost in a month. Price, \$2, postpaid. THE INLAND PRINTER COMPANY.

BOOKS.

TRITE SAYINGS—A compilation of one thousand of the "condensed utterances of wisdom" in every-day use, arranged in alphabetical order for ease of reference; will interest the curious and furnish "sayings" for those who wish to use them; 50 cents postpaid. THE INLAND PRINTER COMPANY, Chicago.

BUSINESS OPPORTUNITIES.

Letters in reply to these advertisements will be forwarded without extra charge. Specimens of work or advertising matter will not be forwarded unless necessary postage is sent us.

A. H. SMITH, Newspaper Broker, Earlville, Illinois, finds buyers; a few good properly listed plants always being pushed; terms on request.

CHICAGO JOB-OFFICE, established 7 years; pony and 2 jobbers, electric power, low expenses, good location; doing good cash business. LEEDER, 409 North Clark street, Chicago.

ESTABLISHED ENGRAVING PLANT on Pacific coast; complete, up to date, well stocked, small capital required; owner has other business. B 353.

FOR SALE —A few shares of stock of a typecasting and setting machine company having operative machines in commercial use casting and setting 6,000 cms per hour; a splendid opportunity. W. H. C., Room 10, 45 Broadway, New York.

FOR SALE — Bindery, with necessary machinery for manufacturing copy-books; will sell machinery or interest in business at low price. B 155.

FOR SALE — Country newspaper and job plant in a thriving village; a very desirable plant to buy; if you have \$500 cash and mean business, address THE STAR, New Haven, Michigan.

FOR SALE—Electrotype foundry doing good business; price reasonable; excellent chance for party with ready cash. B 152.

FOR SALE — Established job and poster office, located in New York city, thoroughly equipped and in operation; 33 by 46 2-revolution Cottrell cylinder, 5-horse-power Fairbanks gas engine, 3 jobbers, cutter, etc.; latest faces type, all on point system. J. MICHAELS, 191 Cornelia street, Brooklyn, New York.

FOR SALE—Job office in Eastern manufacturing city of 60,000; well equipped, will inventory \$1,100; selling on account of health; good opportunity for a hustler. B 361.

FOR SALE — Large, well-equipped printing plant in one of principal cities of southern New England; consists of 3 cylinder presses, 4 jobbers, plenty of body and display type, 2 wire stichers, binding appliances, etc., all in excellent condition; business well established, but managing owner has other interests to which he wishes to devote his attention; will sell at low figure for cash. B 258.

FOR SALE — Leading job-printing office, Connecticut city of 18,000; has backing of two leading papers; will pay practical manager \$2,000 to \$3,000 a year; price of inventory \$6,500. B 385.

FOR SALE — No. 27C, Ohio, \$3,000, Republican; No. 25A, Missouri, \$9,000, daily-weekly, independent; No. 29A, Illinois, \$7,500, Republican, county seat weekly; No. 33A, Michigan, \$850; No. 40A, Illinois, \$2,100, job plant, daisy; and others. A. H. SMITH, Newspaper Broker, Earlyille, Illinois.

FOR SALE — No. 44B, South, \$25,000, daily-weekly, independent—Democratic, clearing \$7,000 to \$8,000, and territory yet to be developed; don't linger on this; it just happens to be offered; make capital and good faith unquestioned or no answer. A. H. SMITH, Newspaper Broker, Earlville, Illinois.

FOR SALE — On account of failing health, a long-established, well-known engraving and electrotype and process business, located in one of the large lake cities, having trade in many States, and doing good business; capital required, \$25,000. B 389.

PARTNER FOR NEWSPAPER, \$5,000 cash; should be practical printer and first-class executive; plant in Greater New York; worth \$30,000; own home; newspaper income \$10,000 yearly, printing \$6,000 to \$10,000; growth unlimited; plant and business for sale. B 381.

PHOTOENGRAVING PLANT in Michigan; modern and complete; good location; solid business, established 6 years; manufacturing city; an opportunity seldom offered; best of reasons for selling. B 289.

PRINTING-OFFICE at a sacrifice, Fort Wayne, Indiana; owner in other business; best stand in town; cost \$9,000; will sell for \$3,000; extraordinary opportunity. DAVID N. FOSTER, Fort Wayne, Indiana.

TIN SIGN PLANT, making all kinds advertising work, for sale or rent; building, machinery and orders; liberal terms. Address SIGN, P. O. Box 1592, Philadelphia, Pennsylvania.

FOR SALE.

Letters in reply to these advertisements will be forwarded without extra charge. Specimens of work or advertising matter will not be forwarded unless necessary postage is sent us.

A BARGAIN — Brown point-feed book folder, up to 30 by 44, 2 and 3 folds; good as new; sold cheap. FRED KURTZ, Lewisburg, Pa.

A BARGAIN — New half-tone and zinc-etching plant, used only a few weeks. THE CAPITAL, Topeka, Kansas.

A LOT OF MACHINERY for sale cheap; point-feed book folders, wire stitcher, gilding press, 6-horse-power engine, friction hoist, etc.; also lot of marble paper and other supplies; prices very low. B 365.

ECKERSON PERFECTING PRESS, "medium," 19 by 26, in good order, at a bargain. For further particulars address B 347.

FOR SALE —A manufacturer desires to dispose of complete new set of patterns for 8 by 12, 10 by 15, and 14 by 20 Gordon presses; Coin & Whiton gear-cutter and stock of unmanufactured material. Can be seen by addressing B 330.

FOR SALE, CHEAP—Complete Improved Country Campbell printingpress, bed 26½ by 31; or will exchange for anything we can use. WILLIAM SUYDAM, 22 Union Square, New York city.

FOR SALE — Clipper 8 by 12 job press; 3 form rollers, throw-off; first-class condition; price, \$50. E. BRUMBACK, Silver City, N. M.

FOR SALE—Harris "Little Wonder" press, complete, with hand, card and envelope feed; less than a year old, and has not been in actual use 3 months; have no work for it; make a cash offer. B 332.

GOSS PERFECTING NEWSPAPER PRESS, secondhand, good condition, full stereotyping outfit; prints 10,000 per hour, 4 or 8 pages, 6, 7 or 8 columns. WILLIAM E. MANN, Norfolk, Massachusetts.

HOE AND COTTRELL CYLINDER presses cheap and on liberal terms if desired. HENRY C. ISAACS, 78 Warren street, New York city.

ONE EACH EMPIRE TYPESETTING MACHINE, 8 and 11 point, at a bargain; with or without type. Box 848, Charleston, S. C.

SHERIDAN No. 3 embossing press; Sheridan 4-rod and 2-rod embossing; Sanborn embossing presses and smashing machines; backers, board-cutters, standing presses. HENRY C. ISAACS, 78 Warren street, New York city.

TWO LEVY SCREENS, 6½ by 8½, 175-line; 5 by 7, 133-line; in good condition. B 343.

WE have eight Kelton D steelplate presses for sale. C. F. BEATTY, 35 West Fourth street, New York.

\$525 will buy 4-roller, 2-revolution, 37 by 52 bed, Campbell book and job press; daily use. WILLIAMS PRINTING CO., Richmond, Va.

HELP WANTED.

Letters in reply to these advertisements will be forwarded without extra charge. Specimens of work or advertising matter will not be forwarded unless necessary postage is sent us.

ENGRAVER wanted on half-tones; must be first-class; steady position. PHOTO-CHROMOTYPE ENGRAVING COMPANY, 214 South Eleventh street, Philadelphia.

GOOD TWO-REVOLUTION PRESSMAN to learn to run web and to make himself useful in pamphlet printing-house; only sober, pleasant tempered man need apply; chances for promotion. B 342.

HELP WANTED — Swede, thoroughly competent in printing with Hoe & Co.'s rotary newspaper presses; can have passage paid to and from Sweden if he will devote a part of his time in that country to giving instruction in printing on above-named press. Answer to SVENSKA DAGBLADET, Stockholm. Proofs of competency required.

PHOTOENGRAVER — We desire the services of a first-class photoengraver, thoroughly experienced in all branches of the trade and accustomed to the highest class of half-tone work — preferably a man posted in three-color work, but this is not imperative; to a conscientious and reliable man, thoroughly expert at the trade, we offer a foremanship with prospects of business interest if connection justifies; excellent opportunity for man of above qualifications. B 8z.

SALESMAN calling on lithographers and printers offered pocket samples of rubber blankets on liberal (continuing) commission; amounts heavy. MINERALIZED RUBBER CO., 18 Cliff street, New York.

THOROUGHLY PRACTICAL PRINTER wanted for office and outside work by old established printing-house in large New England city producing high-class work; good salary and permanent place to the right man, who must be able to estimate on every kind of work and furnish unquestionable references. B 76.

TWO COMPETENT and rapid all-around country printers, one as foreman and one as job hand. EXPRESS, Fort Collins, Colorado.

WANTED—A first-class man, experienced in making estimates and keeping cost in a printery devoted to high-grade catalogue making. Address THE REPUBLICAN PUBLISHING CO., Hamilton, Ohio.

WANTED—A well-educated and intelligent foreman in a book and job office; one who has tact to handle from 15 to 40 people to the best advantage; competent to make estimates and business qualifications to deal with the customers of the office; one who has sufficient experience to know the best results obtainable on any piece of work in display, read proofs, and is qualified to buy stock used; must have best of reference and state salary wanted. B 386.

EMBOSSING MACHINES

Operated by steam-power. Price, \$1,000

We have in operation five Power Steel-Die Presses doing $\operatorname{\mathbf{Em}}$ bossing for the trade.

We manufacture Rotary Perforators, Knife Grinders, Stamping Presses, Fast Envelope Machinery, Litho. Stone Grinders.

Complete Bindery Outfits furnished promptly.

THE BLACKHALL MFG. CO., . 12 Look Street, BUFFALO, N. Y.

HELP WANTED.

- WANTED Efficient and sober morning-paper proofreader; must belong to union. MANAGING EDITOR EXPRESS, San Antonio, Texas.
- WANTED Experienced man to manage established printing business in city of 140,000. B 392.
- WANTED Job compositor; young man willing to learn given every opportunity to improve. B 377.
- WANTED Lettering and sketch artist; steady position. PHOTO CHROMOTYPE ENGRAVING COMPANY, Philadelphia.
- WANTED Live agent for New York city, also one for Chicago; one who is acquainted with the printing and publishing trade preferred. B 328.
- WANTED Man of large executive ability, with some knowledge of fine printing, to act as superintendent in factory employing 150 hands. Address with particulars, W. F. B., Box 2607, Boston, Mass.
- WANTED Stereotyper; one who can set job type; permanent position. Address, with full particulars, B $_364$.
- WANTED—Superintendent for a high-grade printing establishment; must be conversant with every detail and up on the highest grade of catalogue and pamphlet work; 5 cylinders and 5 small presses; references required. Address THE REPUBLICAN PUBLISHING COMPANY, Hamilton, Ohio.
- YOUNG MEN, which vocation would you learn by mail: ad. writing, bookkeeping, illustrating? Special proposition free; mention course interested in; tuition payable 60 days after a position is secured. CORRESPONDENCE INSTITUTE OF AMERICA, Scranton, Pa.

SITUATIONS WANTED.

- A PHOTOENGRAVER wants a position as superintendent or foreman; has long practical experience in all branches of the business. B 363.
- A WEB PERFECTING PRESSMAN wants situation as foreman; 15 years' experience; understands stereotyping, can handle anything to quadruple; Hoe or Goss preferred; strictly sober, reliable, and A1 references. B 333.
- ALL-ROUND NEWS AND JOB PRINTER, 6 years' experience, union man, sober and reliable, desires a situation by May 15 as make-up, ad. man, or in job department. B 335.
- ALL-ROUND PHOTOENGRAVER, half-tone photographer and etcher, wants position. B 214.
- ALL-ROUND PRINTER desires position with reliable house; 14 years' experience; presswork preferred; ability and character references given. B 149.
- AN ALL-ROUND PRINTER of 10 years' experience desires to locate in Chicago or suburbs; age 24; first-class reference as to character and ability. B 288.
- ALL-ROUND PRINTER would like position in some good Western town; good all-round man for medium office; strictly sober. B 351.
- AN UP-TO-DATE JOBBER, pressman and newspaper man desires foremanship on country weekly; 20 years' experience, references. B 329.
- At HALF-TONE PHOTOGRAPHER AND ETCHER open for position with reliable firm; expert and experienced on fine work. B 59.
- BOOKBINDER AND RULER desiring change would like to correspond with progressive firm; is sober and reliable. B 379.
- CHICAGO LINOTYPE MACHINIST-OPERATOR, holding good position, must seek position in inland city, Chicago climate too damp; good printer and operator and understands Linotype thoroughly; would like place to care for plant of about three machines and operate. B 44.
- COMPOSITOR Job, young man, up to date, strictly temperate, wants steady position. B 339.
- COPPERPLATE PRINTER desires a change; has some experience at stamping; young man. B 287.
- CYLINDER PRESSMAN, union, wants position where there is chance to advance; would take stock in part payment of salary. B 113.
- EASTERN SITUATION wanted by competent all-round man in modern country office; age 26, sober, married, reference; state salary. B 280.
- EXPERIENCED JOB PRESSMAN wants foremanship; would invest small amount; temperate, 22 years, references; East preferred; give full particulars. B 358.

- FIRST-CLASS HALF-TONE PRINTER desires a change; can also do line photographing and other branches. B 313.
- FIRST-CLASS IOB COMPOSITOR desires change for permanent situation; 20 years' experience, all kinds of work; steady and reliable. B 374.
- FIRST-CLASS JOB COMPOSITOR, now in Chicago, desires change; modern ideas, strictly sober, union, can take charge. B 371.
- FINISHER, RULER AND FORWARDER wants situation, North, West or South; estimate books and printing, A1 solicitor. B 350.
- FOREMAN Right up to date on everything pertaining to first-class printing, wants to engage with a progressive firm. B 65.
- HALF-TONE PHOTOGRAPHER and all-round man, has experience as foreman, desires position with reliable house. B 348.
- HALF-TONE PHOTOGRAPHER desires position; experienced in other branches, including three-color work; competent to take charge. B 70.
- 1F YOU NEED A FOREMAN, one possessed of modern ideas, executive ability, and a "crank" on system, better investigate; 12 years as foreman, city and country; modern country office in New England preferred. B 237.
- JOB COMPOSITOR, 13 years foreman, desires change; capable proofreader and newspaper man; best testimonials. Box 612, Newport, Vt.
- LINOTYPE MACHINIST desires situation, book or news; thoroughly competent and reliable; references. B 86.
- LINOTYPE MACHINIST, many years' experience large plants, wants change; references, union. B 349.
- LINOTYPE MACHINIST wants situation on book or news; soher, reliable, married. B 362.
- LINOTYPE MACHINIST, 12 years' experience, able to take charge of large plant, would like to make change; book or newspaper. B 346.
- LINOTYPE OPERATOR desires situation; best of references as to sobriety and competency. B 324.
- LINOTYPE MACHINIST-OPERATOR desires situation, city or country; steady, sober, reliable; competent machinist; big kit tools; best reference. B 368.
- OPERATOR-MACHINIST Good machinist wants opportunity to increase speed; can set 4,000; moderate salary. O. D. MERRY-WELL, Green's Hotel, Philadelphia.
- PHOTOENGRAVER, thoroughly competent to take charge of processwork, and a first-class half-tone photographer, desires proposition from reliable concern. B 367.
- PRACTICAL WEB PRESSMAN AND STEREOTYPER wants position; married, best of references, union, strictly first-class workman. B 344.
- PRESSMAN, after June 1, wants to make a change; cylinder or platen; Montana or Washington preferred; best city references. B 356.
- PROGRESSIVE IMPROVER desires to place himself under instruction in first-class job-office; references; state wages. B 352.
- SITUATION WANTED—As local editor on country paper by experienced writer, printer, bookkeeper; age 23, sober, industrious, references. B 18.
- SITUATION WANTED by first-class designer, ruler and all-round engraver; lettering a specialty. B 391.
- SITUATION WANTED by up-to-date jobber and pressman; 20 years' experience, sober and reliable, A1 references. P 329.
- STOCK MAN for printing, lithographing and binding company wants steady situation; can handle anything printed or ruled. B 369.
- SUPERINTENDENT, having that executive ability so necessary in large offices, desires position; has a thoroughly practical knowledge of newspaper and job composition, Linotype machines, platen, cylinder and web presses and stereotyping; has also a fair knowledge of tething, electrotyping and bookbinding, and is up to date on stock, estimating, etc. B 359.
- WANTED—A position as pressman in a first-class office by a first-class man in Central States. B 244.
- WANTED—A position by a photographer and assistant half-tone operator. B 285.
- WANTED Position as foreman or superintendent in printing-press factory by a man 44 years old, of successful experience, who wants to make a change. ALEXANDER, Box 82, Sparrows Point, Maryland.
- WANTED Position as web pressman or assistant; am also machinist and engineer; sober and reliable, good references. B 336.

UNIVERSAL PRESS

THE LATEST IMPROVED OF ALL AND BEST OF PLATEN PRESSES. HANDLED BY ALL DEALERS.

MERRITT GALLY
INVENTOR AND SOLE PROPRIETOR
130 FULTON ST., NEW YORK

SOLD AS A SPECIALTY BY ALL BRANCHES OF THE AMERICAN TYPE FOUNDERS CO.

SITUATIONS WANTED.

WANTED — Position in art department of newspaper, magazine or engraving house by young artist; country or city. B 326.

ANTED — Situation by up-to-date pressman and foreman; executive ability sufficient to handle large pressroom. B 37.2. WANTED -

WANTED TO PURCHASE.

BOOKBINDERS' MACHINERY WANTED — One large or small Smythe sewing machine, new model. J. F. TAPLEY COMPANY, 33 Bleecker street, New York.

PRINTING PRESS, secondhand, 2-revolution, 4 rollers, rack and screw and table distribution, tapeless delivery, springs; must be in good condition; will pay spot cash, price accordingly; give full description, how long run. M. B. TEMPLIN, Calla, Ohio.

SECONDHAND COUNTRY CAMPBELLS WANTED — If you have a 6 quarto to sell cheap for eash write at once, describing condition fully and stating price. B 345.

ANTED — An established newspaper in some live town near Chicago; give full details of last year's business. B 380.

WANTED — 200 or 300 pounds each 6 and 12 point good secondhand body type. STANDARD, San Angelo, Texas.

MISCELLANEOUS.

A CHANCE TO LEARN the Linotype and details; special rates to operators desiring mechanical course; every branch thoroughly taught; reference, Mergenthaler Linotype Company Tribune building, New York; write for catalogue. WASHIXGTON LINOTYPE SCHOOL, 610 G street, N.-W., Washington, D. C.

A COLD PROCESS STEREOTYPING OUTFIT, \$13.50 and up, saves type from unnecessary wear. No heating of type. White-on-black and granotype engraving methods, both for \$2.50. Booklet and specimens for stamps. HENRY KAHRS, 240 East Thirty-third street, New York.

ACCOMMODATIONS FOR PAX-AMERICAN VISITORS should be secured early. The private home of advertiser is open to a limited number of guests. Write for circulars and terms. WRIGHT, Electric Printer, Buffalo, New York.

ANYBODY CAN MAKE CUTS with our simple transferring and etching process. Nice cuts, from prints, drawings or photos, are easily and quickly made by the unskilful on common sheet zinc. Price of process, \$t. All material costs, at any drug store, about 75 cents. Circulars for stamp. THOS. M. DAY & SOX, Hagerstown, Indiana, U. S. A.

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GET MORE ADS, and better prices; plan for copy of your weekly and stamped envelope. HOUGHTALING, Windom, Minnesota.

LEARN LINOTYPE—We can offer a good printer a chance to learn the machine. B 101.

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OVERLAY KNIVES—We have just received a consignment of The Inland Printer Flexible Overlay Knives. This knife has proved very popular, both in this and foreign countries. Every pressman should have one. Blade is of uniform temper throughout, and can be used to the last half inch. 50 cents postpaid. THE INLAND PRINTER COMPANY.

SAMPLES OF PRINTING for sale or exchange, also printers' books, etc.; will also buy same, especially title-pages, menus and hotel printing. J. J. CARPENTER, 344 Tremont street, Boston, Massachusetts.

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WE MAKE THE BEST THAT CAN BE MADE

We use the latest up-to-date GATLING GUN system in casting, with the finest steel moulds, and make solid, perfect rollers by the best

Established 1868. Cincinnati is sufficient address in writing or shipping.

A PROFITABLE BUSINESS! 300 to 500 per cent profit in the manufacture of Rubber Stamps. Particularly adapted to operation in connection with printing or stationery. Very small capital required. Write for price-list of outfits and full information. Address PEARRE E. CROWL & CO., Baltimore, Md.

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Special GLUE & Bookbinders' Glue.
Write for quotations to E. C. THOMAS, 205 LA SALLE ST., CHICAGO

200 Ideas, Advertising a Job Office Invaluable to printers The price is 50c, but you can get a copy FREE by filling out one of our blanks.
Address THE ADVERTISING WORLD, Columbus, Ohio

Sharpen or whet your Paper Cutter Knife without taking it out of the machine with Hoerner's Little Wonder Sharpener. It saves trouble, time and money. Price \$3; cash with order, \$2.85; by mail, 30c. extra. Descriptive circular and testimonials on application. For sale by all dealers, or by the inventor, J. S. HOERNER, HIGHLAND, ILL.



5,000 Original Ads & Illustrations for advertising all lines of husing and lines of husing all lines of hu for advertising all lines of business; fifty new ones every week. A special series for job printers. Prices greatly reduced. Write for particulars. Harper Illustrating Syndicate, Columbus, Ohio

For 16 cents a pound you can get R. R. B. Padding Glue. It is the strongest and most flexible, and will give the best results in any climate; 5 and 10 lb. pails.

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TRY IT ON YOUR "LINO."

If you are using Dixon's No. 635 Graphite on the spacebands of your Linotype machine, you are using the best lubricant known. If you are not, let us send you sample free of charge.

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Every detail of the mechanism and management thoroughly taught according to improved methods in the shortest possible time and at small expense. Courses for beginners and those advanced. Become an expert.

Write for Prospectus School of the Linotype, Ruliff Building Glens Falls, N. Y.



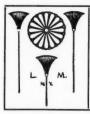


IT WILL PAY ANY PRINTER

who contemplates a change in power, or who has none, to buy one of our

Gas or Gasoline Engines Our Specialty, 1, 2, 3 and 41/2 Horse Power. Let us send you our catalogue and full information.

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MACHINERY OF ALL MAKES
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PRICE, \$20.25, WITHOUT ROYALTY

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Colored Enamel 'Saxon' White Enamel

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We Here Show

an example of routing in brass done on a ROYLE ROUTER. This is not an exceptional piece of work, but just an everyday job. It illustrates the perfect control the operator has over the machine. The plate was not hand-finished, and is shown actual size. : : :

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The Printers' friend. Unrivaled for simplicity, durability and speed. With it experts have addressed from 6,000 to 8,586 papers in less than an hour. Latest record, 200 papers in less than a minute. No office complete without it.

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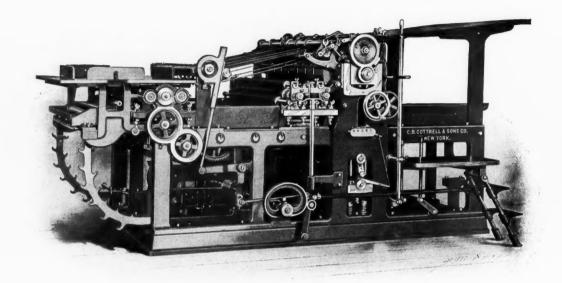
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Price, 25c. Five and more copies, 15c. each. THE INLAND PRINTER COMPANY,

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Yes, Yes!

A clever fiddler can exactly imitate the sad lowing of a cow, but he can't draw a drop of milk from his fiddle. Even a fiddle has its limitations; yet some printers try to draw 1901 profits from an 1890 press.

It can't be done! Do ye gather figs from thistles, or get a \$2 dinner for a \$1 bill? Nay, nay, Suetonius, the imitation is perfect till you come to the milking. And it's the milk you want, not the imitation.

Judged by its yield, the New, Twentieth Century, Cottrell Two-Revolution Press is the cheapest press money can buy. Judged by its daily output, it is not priced within many dollars of its proper value. It is a press that kills competition! No printer who runs the New Series Cottrell Press need ask for anything more than "a chance to figure." That's all!

A catalogue may interest you.

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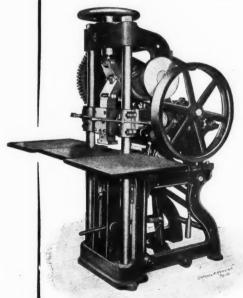
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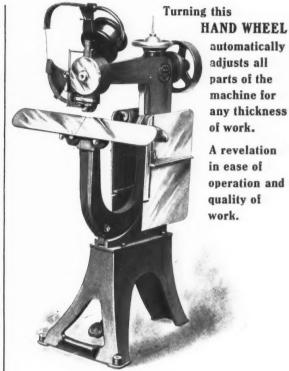
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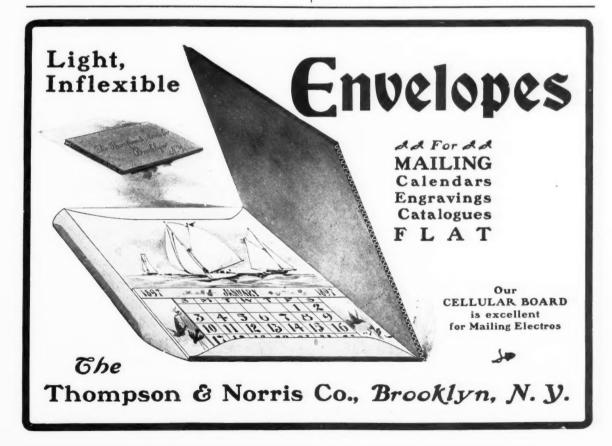
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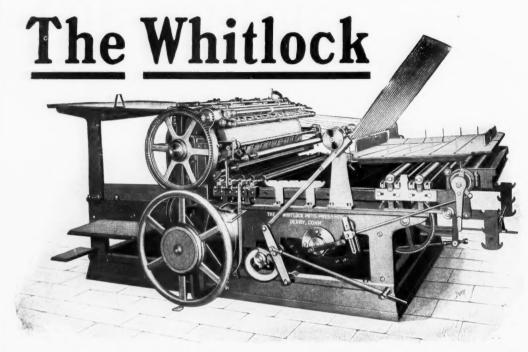
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- A patented Hinged Roller Frame with Offsetting Roller Device—so finely balanced that an easy swing of a lever accomplishes the lifting of the top riding and vibrator rollers from the form rollers, and raises the form rollers from off the form quickly and without labor.

ANY OTHER VALUABLE IMPROVEMENTS over older appliances, movements, methods of construction, etc., such as both trip and back-up motions, front fly or carrier (printed side up) delivery, heavy sole plate, with full length fitting of side frames to plate, closed periphery of cylinder (no openings for gripper rod or blanket clamp), concentration in construction, shortening and narrowing the machines and keeping them down well toward the sole plate so the weight may be of advantage and not tend to topheaviness.

All these features are embodied in the

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making it THE BEST Two-revolution Printing Machine of the day

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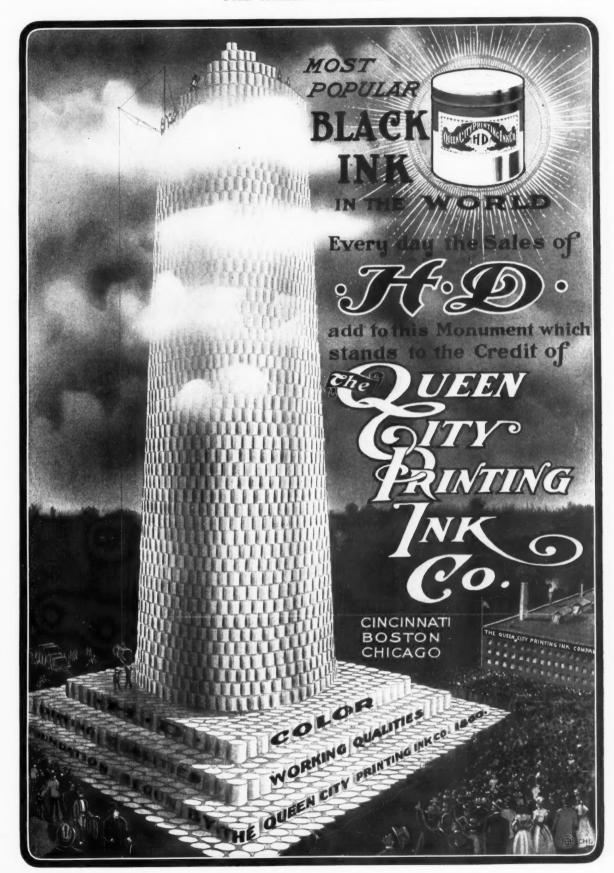


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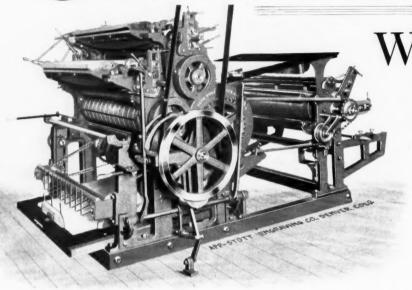
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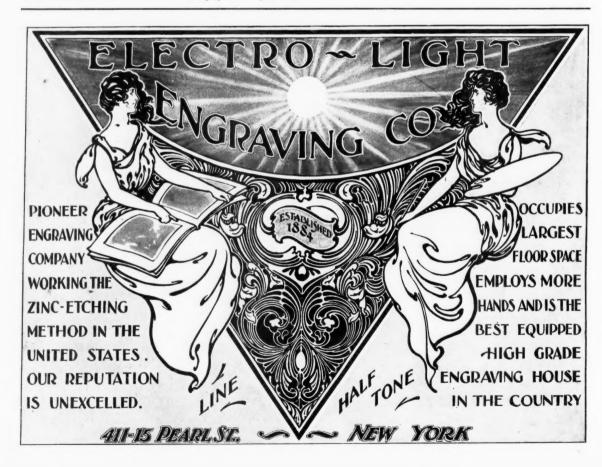
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Also a Sheet Printing and Cutting Press to print and cut sheets from the roll into any size up to 48 x 60 inches.

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Our Automatic Rapid-Depositing Dynamos and Agitators produce shells in from 1 minutes. Electrotype machinery of all kinds supplied.

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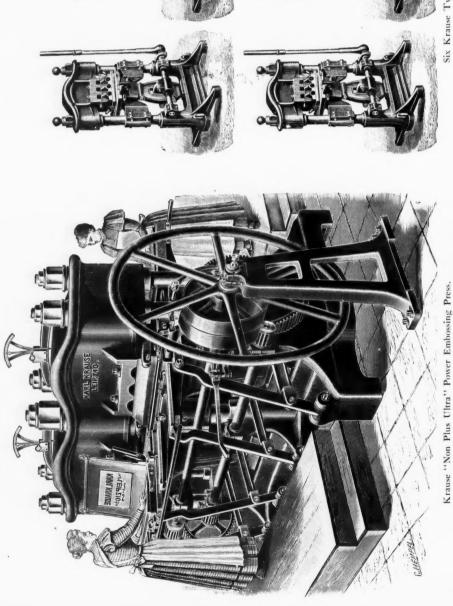
or stereotype machinery of any kind, it will pay you to get our prices.

Complete foundry equipments or individual machines furnished promptly at reasonable prices.

We equip all driven machines with individual motors, if required.

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Six Krause Two-Rod Lever Embossing Presses

One "NON PLUS ULTRA" EMBOSSING PRESS will do the work of from Six to Nine TWO-ROD EMBOSSING PRESSES.

KARL KRAUSE, Leipzig, Germany. Require only two operators for the four tables. It will pay for itself in one year. Write for particulars. Our "NON PLUS ULTRA" Patented Power Embossing Presses

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Monitor Multiplex Punching Machine.

MONITOR

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Round Corner, Punch and Index Machines.

Latham's Monitor Wire Stitchers Lead the World!

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E manufacture the most complete line of Punching Machines and equip them for all kinds of standard or special punching. The Multiplex, Duplex and Combined Round Corner and Punching Machines are furnished (if desired) with Combined Punch and Die Heads for either standard round or special dies, which are instantly set in

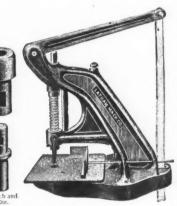
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Write for our complete catalogue. Rebuilt Machines of every description on hand.



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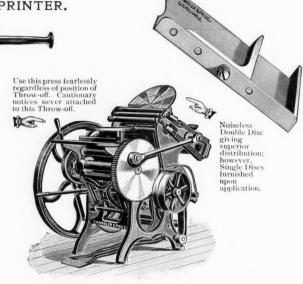
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Presses and Paper Cutters

Comments are not necessary



The Chandler & Price Press.

Single disc furnished when desired.

Double disc universally used and recommended.



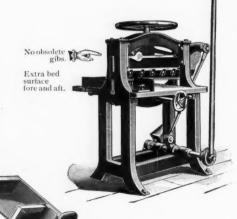
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Chandler & Price products are well and favorably known the world over * * *



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E build Presses, Paper Cutters, Mitering Machines, Lead and Rule Cutters, Proof Presses, Hand Job Presses, Composing Sticks, Shooting Sticks, Iron Side Sticks, etc. When purchasing a machine or small tool always ask for the C. & P. make.

Division of Presses | Presses |

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Manufacturers of

High-Grade Printing Machinery

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ANNOUNCEMENT

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IT SHOWS the Beautiful Type Faces produced by this house; also a complete line of Finest Machinery from which may be selected a print shop of any size.

It shows not only the largest but best collection of Romans ever produced by any type foundry in the world.....

IT SHOWS the largest as well as best collection of Script Types made. The famous Bruce collection of Artistic Bands and Borders is also nicely shown....

BRUCE TYPE FOUNDRY

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LOCATED IN THIS BUILDING FOR NEARLY A CENTURY

BEST TYPE IN THE WORLD
AND HANDLERS OF FINEST
PRINTING MACHINERY
AND SUPPLIES OF ALL KINDS

OUR SPLENDID RECORD

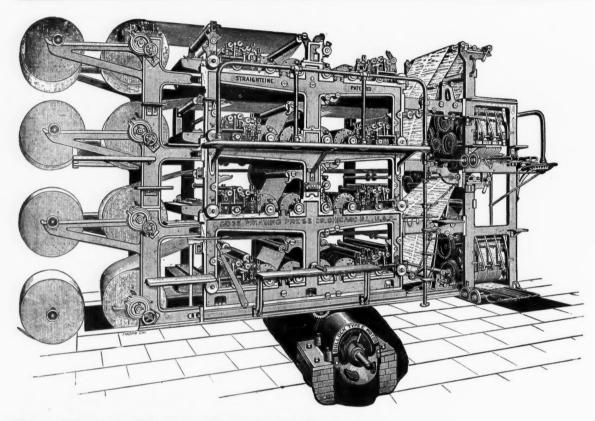
Bruce Type Wears Longest.

Bruce Metal is Toughest.

Bruce Productions are Best.

The above are facts which may be easily verified by consulting any of the thousands of patrons of this house during the past 86 years.

What happened to the "Straightline" Patents



The United States Court of Appeals for the Third District

Has filed its unanimous opinion, on February 20, sustaining the validity of the patents under which the "Straightline" Presses are built.

WE QUOTE FROM DECISION:

"In accordance with these views, the judgment of the court below will be reversed in so far as patent No. 415,321 is concerned, and the record will be remitted with directions to enter a decree in favor of the complainant with an injunction and an accounting."

All two or more roll Presses are covered by the "Straightline" Patents, owned by

THE GOSS PRINTING PRESS CO.

Sixteenth Street and Ashland Avenue, CHICAGO, ILL.

This is a Specimen of

Our 40c. CUT BLACK

(No Discounts-40 Cents net)

It is Black and Clean Working

You can see that at a glance

It is sold at

40 Cents

in pound lots in 100 pound lots in 1000 pound lots

No Off-Setting

No Slip-Sheeting

Regarding its other qualities

It is dense, soft and free-flowing.



Dries rapidly when printed. Some of our customers claim they can send work to the bindery in three hours after printing Three grades of Softness of this Ink always in stock. Try it.

F. E. Okie Company

Manufacturers of
High-Grade Printing Inks

Philadelphia

(Kenton Place)

Two Ways of Making Money.

Would you rather make money by taking in more, or by paying out less?

You don't care, you say.

But here's the real question-

Would you rather make a little money by squeezing your expenses down, or a great deal by increasing your receipts?

For there's only one way of making money largely. Squeezing your expenses kills your receipts, spite of all you can do. On the contrary, by thoroughly satisfying your customers you can raise your prices far more than you do your expenses. Very few men will kick hard at a good price if the work is just right.

By using Okie's inks you can travel in the bandwagon. Every class of work you can do with the best possible results; every difficulty you can meet in the most satisfactory manner. Your prices can be maintained at the highest level without protest from your customers.

This may not be economy, but it is a heap better,
—it is making money.

If you can make money fast you can let the lame ducks ruin their health trying to get rich by saving it.

F. E. OKIE COMPANY

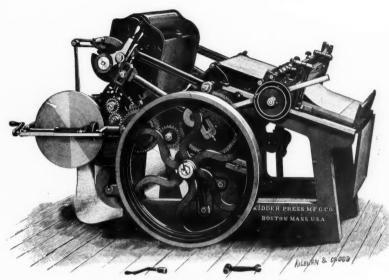
Philadelphia, Pa., U. S. A.

Kenton Place.

Printed on Pure White Coated Book.



Made by Dill and Collins, Philadelphia.



THE KIDDER SELF-FEEDING PRESS

KIDDER PRESS CO.

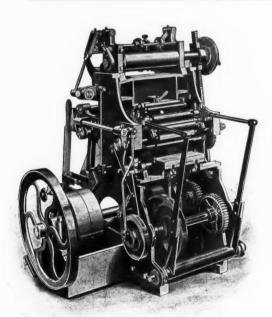
FACTORY: DOVER, NEW HAMPSHIRE

New York Office: 150 Nassau St.

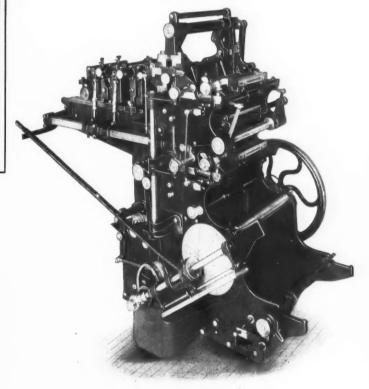
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DESIGNS and ESTIMATES
FURNISHED

A few of the Kidder Bed and Platen Roll Feed Machines. If you want particulars, or something different, write us.



5 x 9 ROLL FEED, SHEET DELIVERY JOB PRESS. Speed, 10,000 per hour.



3 x 12 TICKET PRESS

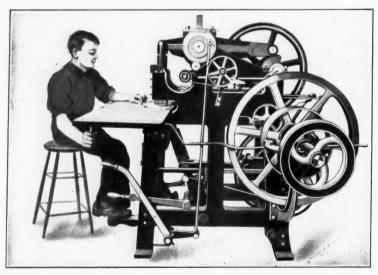
GIBBS-BROWER CO.

150 NASSAU STREET, NEW YORK



THE "VICTOR" STEEL DIE POWER EMBOSSING AND PRINTING PRESS

THE ONLY ENTIRELY SATISFACTORY PRESS OF ITS KIND IN THE MARKET TODAY



E take pleasure in introducing this machine to the trade through the medium of THE INLAND PRINTER. The "Victor" is eminently worthy of the careful consideration of engravers, stampers and the job trade generally who cater to the elite trade with the production of high-grade work. It has all the advantages of the hand-power machines with the speed of job machines.

> WRITE FOR SAMPLES AND FULL INFORMATION.

Size of Die, 3 x 5 inches.
Weight, 2,500 pounds.
Over all dimensions, 3 ft. 11 in. x 5 ft.

The Fullard Manufacturing Co., Inc.
624 and 626 Filbert Street, *** PHILADELPHIA, PA.



T. MARCH 27, 1900



TYPOGRAPHIC === NUMBERING MACHINE

Machines for Cash Sales Books, 1 to 50 or 1 to 100 and repeat.

Size 1/8 x 7/8 inch. Type High. Made entirely from Steel and fully

Special machines made to order with drop ciphers, entirely automatic, for printing backward without stopping the press; also, machines for Harris Automatic Press, or any other special numbering machine or device.

We have made Numbering Machines of various kinds for many years, but only recently entered the Typographic Field, and having a thorough knowledge of the other machines of this kind, have produced the APEX as the highest point in the art of making this class of goods, and reel sure that the APEX itself, in the hands of any user, will prove the success of the effort.

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Photo-Engraving

Contains practical instructions for producing photo-engraved plates in relief line and half-tone, with a chapter on three-color half-tone work, and appendix with numerous recipes.

Three-color half-tone frontispiece, with progressive sheets of each color. Fully illustrated in line and half-tone. A concise and practical work. 184 pages; cloth bound. Price, \$2.00 net, postpaid.

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116 Nassau St., NEW YORK. 212-214 Monroe St., CHICAGO.

Our complete pamphlet, "Books and Utilities," giving list of books and other useful articles for printers, engravers, proofreaders, writers, etc., sent free to any address,

PAPER CUTTER



HOWARD IRON WORKS.

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ESTABLISHED 1847

The "Gem" has all improvements and is well known to the trade. Twenty-five years on the market.

Also Victor and Diamond Send for Catalogue. Mention Inland Printer. Hand and Power Cutters.



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Prepared Gums, Glues, Sizes and Finishes, Pastes, Cements, Mucilages,

155 WILLIAM ST., NEW YORK.

SPHINX PAD CEMENT—Does not get sticky on the pad in damp weather, nor adhere to the tissue in copying books. More elastic and stronger than other brands. Colors are fast and brilliant—red, green, blue and white.

ARABOL PADDING COMPOSITION—The best solidified composition on the market. Guaranteed to keep sweet in hot weather and to preserve a uniform thickness. Remelts readily. Does not string.

PRESSMAN'S FRIEND—The ideal paste for the pressroom. Keeps soft in the pail and contains no lumps to disturb the packing and batter the type. Does not swell the packing nor wrinkle the paper. Also used for backing pamphlets.

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TO THE WORLD! BEST, FIRST AND LATEST.

Feed Guides Gripper Fingers Attachments

FOR THE JOB PRESS Ask your dealer for them or send to



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UST WHAT YOU NEED!

A SERIES OF ESSAYS FOR READERS AND THEIR EMPLOYERS, AND FOR AUTHORS AND EDITORS.

By F. HORACE TEALL,

Critical Proof-Reader and Editor on the Century and Standard Dictionaries; also Editor Proof-room Notes and Queries Department of THE INLAND PRINTER.

100 PAGES. CLOTH, \$1.00, POSTPAID.

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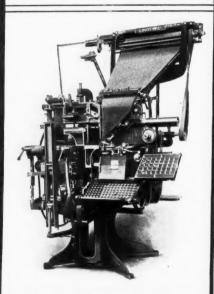
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loss of time and repairs to your motive power. Users of our motors have no such inconveniences. Write us for pamphlet.

PALMER & OLSON, Manufacturers 210 CENTRE STREET, NEW YORK

500 SINGLE MACHINE PLANTS 500 SINGLE MACHINE PLANTS



8,000 IN DAILY USE.

SAN JOSE—Evening News—For a one-machine office our experience should be such as to remove all objections to any office using one machine. We have had the machine about a year and a half; got out an eight-page paper every day; never had a stop longer than an hour. No experts are necessary. Any man with a knowledge of machinery can readily master it, and a girl can run it. We have a young lady who sets 4,500 an hour, brevier, all day. We frequently get from 45,000 to 60,000 ems of brevier out of the machine during a day and evening. We have an operator who manages to keep the machine going.

California

Single Linotype

EUREKA—The Standard—The Linotype has been in constant use by the Standard Company for over two years, and has never given us the least trouble. We run one shift and overtime frequently. We never hesitate to praise the machine. It is not only a time-saver but a great money-saver. Ours paid for itself in less than a year.

SAN DIEGO—The Tribune—The Tribune Company has found its experiment in using the Linotype machine a success as a money-saver where only one machine is used. We have printed our daily issue and done considerable jobwork on the single machine which we have used for about two years past. We have more than paid for the machine out of the saving in the price of composition. The way to make these machines pay, in our experience, is to keep them hot and keep them moving. When you have not newspaper work put them on jobwork, and no small daily can afford to do without one under these conditions.

VISALIA—The Delta—When I bought the Linotype four years ago, old newspaper men shook their heads and said it was a waste of money. After four years' constant use, night and day, the machine is as good as new. Our operators average 5,500 ems per hour. We furnish matter for other papers. We have never lost a mail, and would as soon think of going out of business as to dispense with the Linotype. Repairs have cost us possibly 25 cents a month. A set of matrices lasts two years, running night and day.

FRESNO—The Democrat—The machine I purchased three years ago I am now using in The Democrat, and would not be without it for twice what it cost. I like it so well that I contemplate putting in another. Our average output is 35,000 ems in seven and one-half hours, solid brevier. Have run as high as 50,000 nonpareil on a minion slug. We can get a new dress at any time for \$35.00.

STOCKTON — Daily Record — Our one Linotype took the place of four expert printers, and its output has been larger than that of four hand compositors. It has resulted in a saving on newspaper composition alone of \$50 per week, this being on an eight-hour run. We have also done a great deal of bookwork and jobbing on the machine, and briefwork for attorneys. In eight months' continuous operation we have only experienced a delay of about one hour.

SALINAS—The Index—The Linotype works as well now as when I first got it—two years ago. I have never been delayed as much as half an hour at any time. The machine continues to work smoothly and beautifully. It has given splendid satisfaction. SANTA BARBARA—The Santa Barbara—I installed one machine here last January, and with one apprentice and a full operator running the machine seventeen hours a day, have secured all the product required for a seven-column folio. Hand composition in this town is twenty cents. I was told it would not pay to use a machine against such a low wage scale, but it does. After once using the machine I question if any progressive printer would go back to hand composition. The machine has never "Bucked" a minute. In competent hands it is as reliable as a dray.

Evidence

Machine Plants

- HANFORD—The Sentinel—We have been using a Linotype machine a year and four months on news, book and job composition. Our average output is 50,000 ems per day. The machine has not been stopped for repairs over an hour at any time, and that only on one occasion. Expense for repairs has been practically nothing, and the machine today is as good as new. We make frequent changes of body and measure.
- SANTA CRUZ—The Sentinel—We take pleasure in saying that the Linotype machine in our office is giving the utmost satisfaction. We have had it a little over three years. We are thinking of putting in another.
- GRASS VALLEY—The Union—Our machine is giving excellent satisfaction. We work two shifts, night and day, and average from 4,500 to 5,000 per hour. Our night operator often gets up a string of 45.000 in eight hours.
- OAKLAND—Pacific Express—The Duplex Linotype purchased of you three years ago has been in almost constant operation, with the best of results. We took inexperienced men from the case and put them on the machine. We consider the machine a decided success and contemplate putting in another.
- SAN BERNARDINO—The Sun—The machine is running very satisfactorily and giving the best of results.

There are 34 Single Linotype Plants in California at present time.

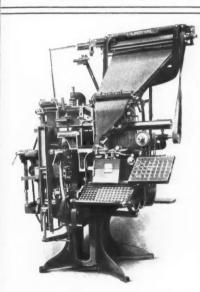
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MERGEN- LINOTYPE CO.

Tribune Building:::: NEW YORK CITY

P. T. DODGE, President and Manager.

TERMS—LEASE OR PURCHASE TERMS—LEASE OR PURCHASE



8,000 IN DAILY USE.

Henry Lindenmeyr & Sons

Call particular attention to their unsurpassed stock of

COATED BOOK LITHOGRAPHIC COATED PAPERS.

PROMPT SHIPMENTS

Paper Warehouses

32, 34 and 36 Bleecker Street
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Every dealer takes pleasure in selling this machine, because their customers are always satisfied.

Its good points are: Compound leverage, easy and accurate cutting, patent label cutting clamp which permits cutting stock as narrow as one-half inch without marking the paper, and an extra wide back gauge.

For sale by all type foundries and dealers in printers' supplies.

Write to us for descriptive circular.

PAVYER PRINTING MACHINE WORKS 600, 602 and 604 South Broadway, St. Louis, Mo., U.S.A.

Ask about the Vtility Ink Fountain. A & Price, \$3.75.



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ONLY ONE MONTH MORE in which to take advantage of present subscription rate.

June 1 the price will be \$2.00 per year. **Right now** you can get the magazine at \$1.00 per year, or for \$2.00 from now until the end of 1902.

We Guarantee

You will be pleased with the investment. If not, the money is yours at the end of the year.

Send 10c. for a sample copy. It would be better, however, to send \$2.00 first and thus save time and postage.

Forward your order today

Profitable Advertising

BOSTON, MASS.

KATE E. GRISWOLD, Publisher

Peerless Carbon Black

Why?



From Charles Eneu Johnson & Co.

PHILADELPHIA, Feb. 21, 1898. MESSRS. BINNEY & SMITH, New York, N. Y.:

New York, N. Y.:

Gentlemen,—We beg to say that
we have used Peerless Black in our
Inks ever since its introduction. We
do not hesitate to say that in the
higher grades of Black Inks its use
is most advantageous, due to the
valuable properties not possessed
by other Gas Blacks.

We consider its use essential in
the preparation of the various HalfTone Inks now so much used. We
are, Very truly yours,

CHARLES ENEU

CHARLES ENEU
JOHNSON & CO.

W. E. WEBER, Manager.

TRADE CARBON GUARANTEES QUALITY

The opinion of these successful printing ink makers is a sure guide for youfor from such firms money can't buy such praise, and their indorsement and permanent patronage is positive proof of the merit of Peerless Black.

From Frederick H. Levey Co.

NEW YORK, April 11, 1898.

MESSES, BINNEY & SMITH. 257 Pearl St., New York:

Gentlemen,—Referring to our conversation, we certainly expect to renew our contract with you for "Peerless" Black.

We shall continue to use "Peerless" in our Half-Tone and Letterpress Inks, as we consider it superior to any other Black, especially for fine half-tone work.

Very truly yours,

FRED. H. LEVEY.

Send for the Peerless Booklet BINNEY & SMITH. Sole and Free Sample to-

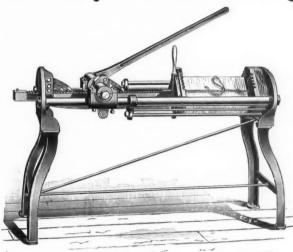
For the PEERLESS CARBON BLACK CO., Ltd., Pittsburg, Pa., U.S.A.

81-83 Fulton Street New York, U.S.A. 63 Farringdon Street, London, E.C.

The Crawley Bundling Press

Price..\$125 Sixty Days' Trial

For the Use of **Printers Bookbinders Publishers** Lithographers Etc.



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THIS IS AN **ILLUSTRATION** OF OUR MACHINE FOR BUNDLING OR TYING UP **FOLDED SHEETS** ETC.

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Requires no belts or pipe connection, but is a portable press, very easily moved from place to place. It is much easier to take this press to the work than it is to bring the work to the press.

'Workmanship on Crawley's Rounder and Backer is A No. 1, while the work it does is superior to all other methods."

E. Crawley, Sr., & Co. NEWPORT, KY.

THE LIGHTNING JOBBER

IS NOTED FOR

Strength, Durability, Speed, Light-Running
.... HAS NO EQUAL FOR THE PRICE

THOUGHT THE PRICE TOO LOW ==

At first I thought the price was too low for the quality to be good, yet I made the test and can truthfully say that the Lightning Jobber is all the company claims for it. I think any one wishing to purchase a press will make no mistake in consulting The John M. Jones Co.—H. D. LAMONT, Hazleton. Pa

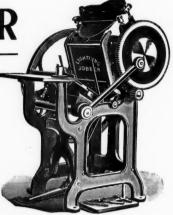
SIZES AND PRICES =

7 x 10 inside chase, 2 Rollers, . \$ 95.00

8 x 12 " " 3 Rollers, . 105.00

9 x 13 " " 3 Rollers, . 120.00 10 x 15 " " 3 Rollers, . 145.00

WE ARE GLAD TO SEND YOU CIRCULARS AND DESCRIPTIVE MATTER



The Jones Gordon

THE PRINCE OF JOB PRESSES. 44

HAS NO EQUAL IN THE WORLD.

Investigate its merits before placing your order for any other Gordon.



FOR SALE BY ALL DEALERS



Manufactured by

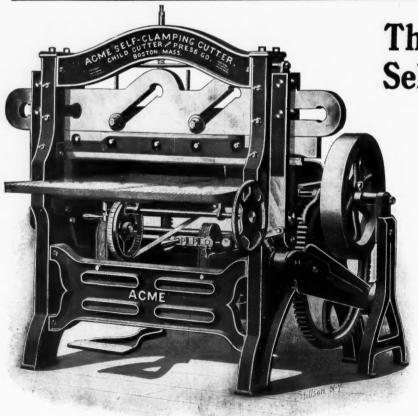


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ACCURATE, HEAVY, STRONG, DURABLE, EASY TO OPERATE.

Front table 16 inches wide on 30 and 32 inch machines, instead of the usual 12 inches; 12 inches wide on our 20 and 25 inch cutters.

THE JOHN M. JONES CO., Palmyra, N.Y. 190-192 Congress Street



The "ACME"
Self-Clamping
CUTTER

ALL SIZES
32 in. to 72 in. in width.

THE CHILD ACME
CUTTER & PRESS CO.
33-35-37 Kemble St., Roxbury,
BOSTON, MASS., U.S.A.

NEW YORK OFFICE

12 Reade Street

O. C. A. CHILD, Manager

THE IDEALLY PERFECT METHOD

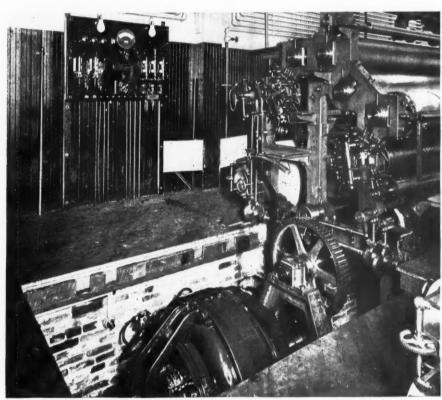
OF OPERATING LARGE PRINTING PRESSES IS THROUGH THE USE OF THE NOW CELEBRATED

C.&C.SERIES=PARALLEL" SYSTEM OF CONTROL

AS APPLIED TO A

C. & C. DOUBLE COMMUTATOR MOTOR

In which but a SINGLE LEVER is manipulated to start or stop the press, or to run the press at any desired speed without jerk or jar.



One of four 50 H.P. C. & C. Equipments driving Hoe Quadruple Presses in the pressroom of The Evening Telegraph, Philadelphia.

UR SYSTEM is not an experiment, as many Series-parallel Equipments have been constantly in use for over a year. Those who know our System are enthusiasts over its perfection and economy. We can convince the most skeptical that it is the Simplest, Most Reliable, Most Efficient, Most Substantial, Most Economical, and in every way

ble, Most Efficient, Most Substantial, Most Economical, and in every way the **Best System** ever introduced for operating newspaper presses. Write for our illustrated descriptive bulletin IP 138.

The C. & C. ELECTRIC CO., 143 Liberty St., NEW YORK

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PRINTING INKS

We carry the celebrated RIBBON-FACED T Y P E for typewriter circulars

Write for information about an

Bargains Cylinder Presses

Following Machines can be seen erected on my floor:

	T AA A	J.KEVOL		10	N.	F .	101	00	9	E, C	
No.	Size Bed										Price
475	43 x 60	Scott,		,							\$1,400
293	41 x 56	Campbell,									1,000
		44									800
509	37×52	Whitlock,									1,400
538	26 x 34	44									1,100
525	37×52	Huber, .									1,100
540	43 x 56	C. B. Cottr	ell	82	S	on	8,				1,400
	ST	OP CYLIN	DI	ER	F	PR	E	SS	E	S.	

363 34 x 48 Cottrell & Babcock, 1,000 261 34 x 48 Hoe, 1,100 529 31 x 43 Cottrell, nearly new, 1,000 381 31 x 43 Campbell Oscillator, 650 496 28 x 32 600

DRUM CYLINDER PRESSES.

544	21 x 23	Ное,	400
		Potter, extra heavy,	750
279	37 x 52	Ное, " "	750
425	34×52	Cottrell & Babcock,	650
545	19 x 24	44 46	400
546	25 x 35	46 46	600
510	32×46	Potter,	550
498	24 x 29	Country Campbell,	325
270	20 x 26	44 44	275
367	17 x 22	Potter,	350

CLAUSE WEB PRESS, 4 and 8 page, 6 or 7 quarto. Very cheap, now erected in Chicago; has Stereo outfit. Must be sold at once.

Also have on my floor, erected, forty more cylinder presses. It will pay you to look this place up if you need presses. Description of these presses can be found in my latest bulletin.

BRONSON'S PRINTERS' MACHINERY HOUSE::::

48-50 N. Clinton St. CHICAGO, ILL.

Telephone, Main 224

The Largest Roller-Casting Machine

in the World

THIS mammoth "Gatling Gun" for casting rollers for newspaper presses is the largest of the kind ever built. It is 103 inches long, and is capable of making seven six-inch rollers at one casting. We are making rollers for some of the largest newspapers and printing offices within a radius of 700 miles of Chicago.

No Roller Too Large No Roller Too Small

FOR OUR FACILITIES

OUR COMPOSITION
IS THE BEST

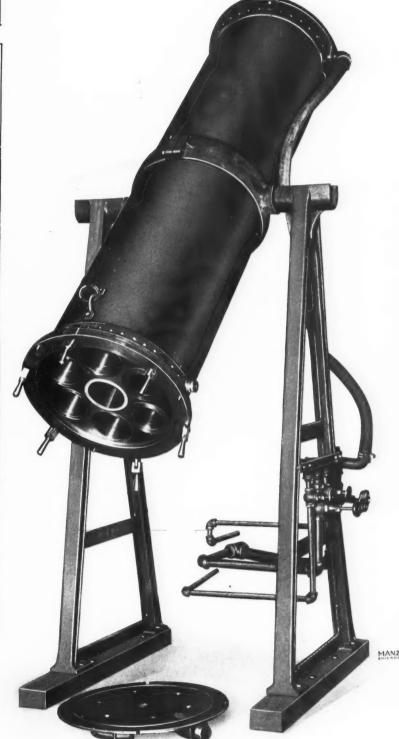
OUR ROLLERS ARE PERFECT AND TRUE

OUR SERVICE IS UNUSUALLY PROMPT

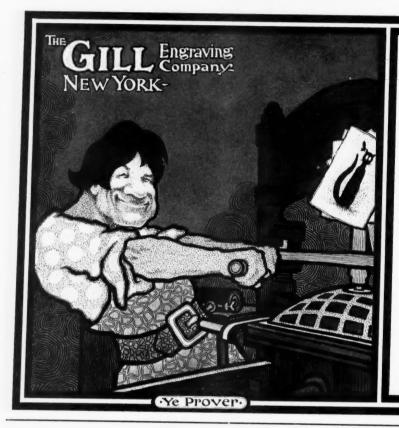
> Send us a trial order We can please you

CHICAGO ROLLER COMPANY

84 MARKET STREET C H I C A G O



This "gun" was manufactured by James Rowe, 76 West Jackson Street, Chicago,



HAND-ENGRAVED HALF-TONES

¶ We have always made a specialty of very highly finished half-tone plates. For hand-engraved work we employ only the best magazine wood-engravers. ¶ Our new plant at Fifth Avenue and Nineteenth Street is universally acknowledged to be the finest engraving plant in the world, ∷ ∷ ∷ ∷ ∷ ∷

The Gill Engraving Gmpany

140 Fifth Ave., New York

"Perfection" WIRE STITCHERS



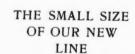
MANUFACTURED BY

The J.L. Morrison Co.

LONDON

NEW YORK

TORONTO



"Perfection" No. 2

> THE BEST MACHINE OF ITS CAPACITY EVER SHOWN.



CAPACITY...

One sheet to onequarter inch.

"MODEL No. 27"

Absolutely Reliable TYPE - HIGH

NUMBERING MACHINE



Size, 11/2 x 18 in.

Nº 12345

\$14-10% 10 Days.

The unexampled success of this remarkable machine has attracted the attention of the entire trade-and

BECAUSE it is without an equal in design, construction and finish. BECAUSE it only possesses a forged steel plunger geared direct to the pawl-swing without either screws or pins.

BECAUSE it is furnished with **steel side plates**—instantly removable—indispensable when surrounded by type matter (**no** screws).

BECAUSE the case is of the **finest brass**—nickel finished—no cheap experimental: composition.

BECAUSE its parts are uniform in size and therefore interchange-able, insuring a perfect "lock-up."

BECAUSE the price brings it within the reach of every printer.

BECAUSE printers everywhere use and recommend it.

SOM SOM SOME The recognized Standard of the World

CARRIED IN STOCK BY

The American Type Founders Co. & Branches Barnhart Bros. & Spindler and Branches Golding & Co. and Branches

And by Representative Dealers Everywhere Instant Shipments-No Delays.

always the lowestquality considered.

SPECIAL Numbering Machines of every description. Our quotations are

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General Offices, 346 Broadway, NEW YORK, U.S. A.

LONDON: The Machinery Trust, Ltd. BRANCHES. MANCHESTER AND PARIS. Factory, 706-710 Jamaica Avenue, Brooklyn, New York, U.S.A.

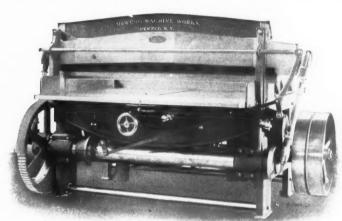
Automatic Brown & Carver Cutters

____ A R E ___ FAST, ACCURATE **EASILY OPERATED** LABOR SAVERS

Equipped with Electric Motors they are economical of floor space.



ASK ABOUT THEM



OSWEGO MACHINE WORKS OSWEGO, NEW YORK

SELLING AGENTS

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For certain classes of work the figures are the MOST important characters. Would it be of advantage to you to have your row of figures justify out exactly to pica ems? All of the figures made by the INLAND TYPE FOUNDRY, for both job and body letter, are not only uniform in width, but are multiples of point or half-point. As its points and spaces are also made on this system, the columns MUST come out to even ems. No other foundry can, no other foundry does, make its figures in this way. If you want the **BEST** type you must have the product of the

INLAND TYPE FOUNDRY

SAINT LOUIS AND CHICAGO

FOR LINOTYPERS



No.	A,	250	1bs.,	Coa											\$22.00
No.	13,	250	lbs.,	Gas	and	(O	al	. :			 			40.00
No.	2,	500	1bs.,	Gas								 			82.50
No.	1,	1000	lbs.,	(ias										. 1	110.00

Hundreds in use. For sale by typefounders.





Wesel Ingot Casting Moulds From \$4.50 to \$85.00



Wesel Patent Linotype Galley

No waste space; positive, secure lock-up, which is part of the galley. If the very best galley is desired, here it is beyond a doubt



Wesel Linotype Slug Cutter

Don't waste time by cutting slugs on brass rule cutter. Buy a proper tool. Cuts 15-cm slug, and cuts it clean.

Indispensable in Linotype Offices.

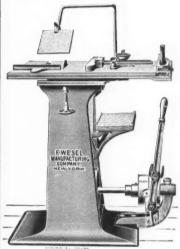


Wesel Safety Benzine Cans

½ pt., 50c.; 1 pt., 60c.; 1 qt., 75c.; 2 qt., \$1.50; 1 gal, \$2.00.



Linotype Slug-Cutting Attachment for Printers' Saw Table. (See below)



Printers' Saw Table

Without Shoot-board and Plane \$70.00 With Shoot-board and Plane \$5.00 "More than saves its cost annually in large offices." Discount 5% f.o.b. New York.

Wesel Makes

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Beveled Column Rules

(Wesel's Invention)
for preventing the
column rules
from working up
in LINO matter.
A sure remedy.

LINO Matrix Cabinets

LINO Galley Cabinets IN equipping first-class Printing Offices $\beta \beta$ with Space-Saving, Time-Saving, Specially-Designed Appliances, we have established a world-wide reputation, and admittedly excel. Our customers are the elite of printerdom. IF YOU ARE NOT IN TOUCH WITH US THE LOSS IS MUTUAL

F. WESEL Manufacturing Co.

82 Fulton Street, NEW YORK

Agents in Great Britain: PRINTING MACHINERY CO., Ltd. 15 TUDOR STREET, LONDON, E. C.

Send for Catalogue of WESEL LINOTYPE EQUIPMENTS

1902 Calendar Pads

Large Assortment and Up-to-date Styles. Discount 50 per cent from our list to the trade.

IMPORTED

DOMESTIC

We can please you with our handsome line of T. Photoprint Calendars, both in price and quality. Our Calendar, Fan and Calendar Pad lists are now ready, which we will send on application. Write for terms, etc.

BENNETT-THOMAS MFG. CO.

Importers, Publishers and Jobbers, 328 to 334 Dearborn Street Ø Ø Ø CHICAGO.

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Bingham Brothers Co.

Manufacturers of "MACHINE=CAST" PRINTERS' ROLLERS. COMPOSITION. ETC.

49-51 Rose Street, And And All Commerce St., NEW YORK. A PHILADELPHIA.



Cut Work. Pages 189-196 of the May number of the American

Printer were printed on Tympalyn at the Winthrop Press, New York, without the use of cut overlays. Should you desire to examine the work and method shown on pages

above mentioned, and are not a regular reader of the American Printer, copy of May issue can be obtained from publishers, 150 Nassau Street, New York, on mention of this advertisement.

OUR LITERATURE FOR THE ASKING

THE TYMPALYN COMPANY, 22 High St., Boston, Mass.

THE DAMON PERFORATING and SCORING MACHINE Ø Ø Ø

For Printing Presses





Full Size No. 2 Machine - Perforating Blade raised.

Locks into the form for perforating or scoring the work at the time it is printed, a saving of 100 per cent.

END VIEWS Showing Perforating Blade П raised and Scoring Blade depressed.

Each machine is fitted with two blades, one a perforating and the other a scoring blade, which are easily interchangeable. Made in four sizes:

> No. 1 - Perforates or Scores 41/8 inches. 61/8 "

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Every printer needs at least one of the sizes, and the price places it within the reach of all. We ask you to investigate it.

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DAMON & PIETS, 44 Beckman Street, New York City,
CONNER, FENDLER & Co., 56 Beckman Street, New York City,
CONNER, FENDLER & Co., 56 Beckman Street, New York City,
BARNHART BROS. & SPINDLER, 183 Monroe Street, Chicago,
CRESCENT TYPE FOUNDRY, 346 Dearborn Street, Chicago,
ST. LOUIS TYPE FOUNDRY, 360 Dearborn Street, Chicago,
ST. LOUIS TYPE FOUNDRY, 710 Wall Street, Kansas City, Mo.
GREAT WESTERN TYPE FOUNDRY, 710 Wall Street, Kansas City, Mo.
GREAT WESTERN TYPE FOUNDRY, 710 Wall Street, Mansa,
TORONTO TYPE FOUNDRY CO., 71 Mere Bueet, Boston, Mass.
TORONTO TYPE FOUNDRY CO., Ltd., 72 Vork Street, Toronto, Can.

Manufactured by =

DAMON PERFORATOR CO.

142 MAIN STREET::: OLD TOWN, MAINE





Chis Specimen is one of our Standard Colors





It is a fine Worker - - Price, \$3.00 list



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Manufacturers of Digb Grade Printing Inks Kenton Place . . . Philadelphia, Penna.

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We have in preparation a large and exquisite SAMPLE BOOK showing all our lines, which will be yours for the asking.

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THE INLAND PRINTER BUSINESS DIRECTORY.

The firms enumerated below are reliable and are commended to the notice of those seeking materials, machinery or special service for the Printing, Illustrating and Bookbinding Industries.

Insertions in this Directory are charged \$7 per year for two lines; more than two lines, \$2 per additional line.

ADVERTISING NOVELTIES OF WOOD.

American Manufacturing Concern, Jamestown,

ADVERTISING SPECIALTIES.

Marshall Mfg. Co., 177-179 Adams st , Chicago.

AIR BRUSH.

Thayer & Chandler, fountain air brush, 146 Wabash ave., Chicago. Send for catalogue.

BALL PROGRAMMES AND INVITATIONS.

Bahrenburg & Co., ball programmes, tassels and bevels. 29 Beekman street, New York.

Butler, J. W., Paper Co., 212-218 Monroe street, Chicago. Ball Programmes, Announcements, Invitations, Tickets, Society Folders, etc.

BINDERS' MACHINERY.

Hickok, W. O., Manufacturing Co., Harrisburg. Pa. Ruling machines, bookbinders' machinery, numbering machines, ruling pens, etc.

Isaacs, Henry C., 78 Warren street, New York.

BOOKBINDERS' LEATHER.

Thomas Garnar & Co., manufacturers, 181 William st. and 22 Spruce st., New York.

BOOKBINDERS' SUPPLIES.

Slade, Hipp & Meloy, Incpd., 139 Lake street, Chicago. Also, paper-box makers' supplies.

BOXWOOD FOR ENGRAVERS.

Grand Rapids Boxwood Co., Grand Rapids, Mich. Also, mounting woods.

BRASS-TYPE FOUNDERS.

American Type Founders Co. See list of branches under Type Founders.

Missouri Brass-Type Foundry Co., Howard and Twenty-second streets, St. Louis, Mo.

CARDS AND CARDBOARD.

Bahrenburg & Co., 29 Beekman st., New York. Formerly with Hastings Card and Paper Co

CARDBOARD MANUFACTURERS.

Champion Coated Paper Co., Hamilton, Ohio.

Collins, A. M., Manufacturing Co., 527 Arch street, Philadelphia, Pa.

CASE MAKING AND EMBOSSING.

Conkey, W. B., Co., 341-351 Dearborn street, Chicago; works, Hammond, Ind.

Shepard, The H. O., Co., 212-214 Monroe street, Chicago. Write for estimates.

CHALK ENGRAVING PLATES.

Hoke Engraving Plate Co., 304 North Third street, St. Louis, Mo.

CHARCOAL FOR ENGRAVERS.

Atlantic Carbon Works. Prepared Charcoal. E. 40th st. and E. Broadway, Brooklyn, N. Y.

COATED PAPER.

 Champion Coated Paper Co., Hamilton, Ohio.
 Collins, A. M., Manufacturing Co., 527 Arch street, Philadelphia, Pa.

COPPER AND ZINC PREPARED FOR HALF-TONE AND ZINC ETCHING.

American Steel & Copper Plate Co., 150 Nassau st., New York. Celebrated satin-finish plates.

DIE SINKERS.

Wagenfohr, Charles, 140 West Broadway, New York City. High-grade work.

ELECTROTYPERS AND PHOTO-ENGRAVERS.

Ringler, F. A., Co., 26 Park Place, New York city. Electrotyping and photo-engraving.

ELECTROTYPERS AND STEREOTYPERS.

Blomgren Bros. & Co., 175 Monroe st., Chicago. Electrotypers, photo and wood engravers.

Bright's "Old Reliable" St. Louis Electrotype Foundry, 217 North Third st., St. Louis, Mo. Work in all branches.

Prach, Chas. A., Electrotype Co., cor. Pine and Fourth sts. (old Globe-Democrat bldg.), St Louis, Mo. Electrotypers and stereotypers.

Flower, Edwin, 216-218 William street, New York City. "Good work quickly done."

Hurst Electrotyne Co., 82 Fullon street. New

Hurst Electrotype Co., 82 Fulton street, New York. Electrotyping and stereotyping.

Juergens Bros. Co., 140 to 146 Monroe street, Chicago. Also, engravers and electrotypers. McCafferty, H., 42-44 Bond st., New York. Half tone and fine art electrotyping a specialty.

Peters, C. J., & Son, Boston, Mass. Stock cuts, embossing dies, embossing compound.

Rowell, Robert, Louisville, Ky Oldest electrotype foundry in the South.
Scott. Geo. C., & Sons, electrotypers, 192 Summer street, Boston, Mass.

Whitcomb, H. C., & Co., 42 Arch street, Boston. Electrotyping and engraving of all kinds.

ELECTROTYPERS AND MANUFACTURERS OF ELECTROTYPE MACHINERY.

The Lovejoy Company, 444 and 446 Pearl street, New York.

ELECTROTYPERS' AND STEREOTYPERS' MACHINERY.

Caps Bros., Kansas City, Mo., U.S.A.

F. Wesel Mfg. Co., 82 Fulton street, New York; 15 Tudor street, London, E. C.; 16 Friederichstrasse, Berlin. Complete line of most advanced machines, all our own make.

Hoe, R., & Co., New York and London. Manufacturers of printing presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 258 Dearborn street.

Shnledewend, Paul, & Co., 118-132 West Jackson boulevard, Chicago.

EMBOSSERS AND STAMPERS.

Freund, Wm., & Sons, est. 1865; steel-die embossing to the printing, lithographing and stationery trade. 176 State street, Chicago.

EMBOSSERS AND STAMPERS

Koven, W., Jr., embossing and stamping for lithographers, binders and printers, 16 Spruce street, New York.

EMBOSSING DIES AND COMPOSITION.

Burbank Engraving Co., 55 Oliver street, Boston. Also, half-tone and line engravers.

Peters, C. J., & Son, Boston, Mass. Embossing dies, embossing compound, stock cuts.

EMBOSSING MACHINES AND PRINTING PRESSES.

Grammes, L. F., & Sons. Allentown, Pa. Also brass trimmings for all kinds of boxes.

ENAMELED BOOK PAPER.

Champion Coated Paper Co., Hamilton, Ohio.

ENGINES-GAS AND GASOLINE.

Dayton Globe Iron Works Co., Dayton, Ohio.

ENGRAVERS AND DIE SINKERS.

Ludwig, P., embossing dies for leather and paper.
Artistic engravings. 15 South Canal street,
Chicago.

ENGRAVERS-COPPER AND STEEL.

Freund, Wm., & Sons, est. 1865; steel and copper plate engravers and printers, steel-die sinkers and embossers. Write for samples and estimates. 176 State street, Chicago.

ENVELOPES.

American Envelope Co., 44 Washington street, Providence, R. l. Anti-trust prices. Tags, Cardboard, Writing Papers, all kinds.

Buffalo Envelope Co., Buffalo, N. Y. Regular and odd sizes; not in the trust.

Sherman Envelope Co., Worcester, Mass., manufacturers all kinds and sizes of envelopes.

ETCHING ZINC.

American Steel & Copper Plate Co., 150 Nassau street, New York. Polished plates a specialty.

FILING CABINETS AND BUSINESS FUR-NITURE.

Globe - Wernicke Company, The, Cincinnati. Fulton and Pearl streets, N. Y.; 226-228 Wabash avenue, Chicago; 64-66 Pearl street, Boston; 7 Bunhill Row, London, E. C.

FOIL.

Crooke, John J., Co., 80 Illinois street, Chicago.

FOLDING AND FEEDING MACHINERY.

Dexter Folder Co., factory, Pearl River, N. Y. New York, 127 Duane street; Chicago, 315 Dearborn street; Boston, 12 Pearl street.

GLAZED PAPER.

Champion Coated Paper Co., Hamilton, Ohio.

GUMMED PAPERS.

Pirie, Alex., & Sons, Ltd., 33 Rose street, New York. "Celebrated" brand lies perfectly flat.

Smith & McLaurin, Ltd., 150 Nassau street, New York. Non-curling, "renowned" quality.

THE INLAND PRINTER BUSINESS DIRECTORY-Continued.

INK MANUFACTURERS.

Ault & Wiborg Co., The, Cincinnati, Chicago and St. Louis; Ault & Wiborg, New York,

National Printing Ink Co., factory, 1041-1053 Grand avenue, Chicago.

Ruxton, Philip, 290 Broadway, New York.

Ruxton, Philip, 356 Dearborn street, Chicago.

Scott, Rogers & Robb (Gray's Ferry Printing Ink Works). Manufacturers of printing inks. 196-198 South Clark street, Chicago.

Star Printing Ink Works. F. A. Barnard & Son, 116 Monroe street, Chicago.

Thalmann Printing Ink Co., St. Louis, Chicago, Kansas City. Mfrs. job, book and colored inks.

The Ullmann & Philpott Mfg. Co. Office and works, 89-95 Merwin street, Cleveland, Ohio.

LEATHER ADVERTISING SPECIALTIES.

Mills, Knight & Co., 150 Congress street, Boston, Mass. Memorandum books for advertising purposes.

LINOTYPE METAL.

Blatchford, E. W., & Co., 54 Clinton street,

Kansas City Lead and Metal Works, Fourteenth and Wyandotte streets, Kansas City, Mo.

LITHOGRAPHERS TO THE TRADE.

Goes Lithographing Co., 158-174 Adams st., Chi-cago Established 1879 Color and commer-cial work. Stock certificate and bond blanks, calendar pads, diploma and check blanks. Samples and prices on application.

LITHOGRAPH PAPER.

Champion Coated Paper Co., Hamilton, Ohio.

MAIL PLATE SERVICE.

Mail Plate Co., 73 West Adams street, Chicago. Saves expressage (all plates postpaid by us).

MAKERS OF HIGH-GRADE PAPERS AND SOCIETY STATIONERY.

Eaton-Hurlbut Paper Co., Pittsfield, Mass.; New York office, 399 Broadway.

MERCANTILE AGENCY.

The Typo Mercantile Agency, general offices, 87 Nassau street, New York City. The spe-cial agency of the trade made up of the paper, book, stationery, printing, publishing and kindred lines.

MONOTYPE METAL.

Blatchford, E. W., & Co., metal for Lanston Monotype Machines, 54 North Clinton street,

NUMBERING MACHINES.

Bates Machine Co., N. Y. Life bldg., New York. New models; new prices; send for catalogue.

Bates Manufacturing Co., 135 Fifth avenue, New York. Sole manufacturers of Bates' and Edison Automatic Hand Numbering Machine. No connection with any other firm of similar name. Remember, our address is 135 Fifth avenue, New York. Factory, Orange, N. J.

PAPER BOX MACHINERY.

American Type Founders Co. See list of branches under Type Founders.

PAPER-BLOTTING.

Sabin Robbins Paper Co., The, Middletown, Ohio. English cloth and other blottings.

PAPER-CUTTER KNIVES.

Simonds Mfg. Co., Chicago, make keen-cutting paper knives. Established 1832. Long experience. Most modern tempering. Appliances in every department up to date.

PAPER CUTTERS.

American Type Founders Co. See list of branches under Type Founders.

Atlantic Works, The, East Boston, Massachusetts. The Dooley Paper Cutters.

Eardley & Winterbottom, 125-127 Worth street, New York.

Isaacs, Henry C., 78 Warren street, New York.

Shniedewend, Paul. & Co., 118-132 West Jackson boulevard, Chicago.

PAPER DEALERS AND MAKERS.

Bradner Smith & Co., 119 Monroe street, Chi-

Chicago Paper Co., 273-277 Monroe street, Chicago. Headquarters for printers' supplies.

Megargee, Irwin N., & Co., Paper and cardboard of all kinds. Philadelphia.

PAPER DEALERS -- GENERAL.

Dobler & Mudge, Baltimore, Md.

Elliot, A. G., & Co., Philadelphia, Pa. Specialty, parchment and art vellum papers.

PAPER JOGGERS AND COUNTERS.

Hart, R. A., & Co., Battle Creek, Mich. Job press counters, \$3; joggers, \$15 and up.

PAPER MANUFACTURERS.

Crane Bros., Westfield, Mass., makers of ledger and linen papers. linen papers.

Crane, Z. & W. M., Dalton, Mass. Extra fine writing papers and ladies' stationery.

Southworth Co., makers of linen and ledger papers, Mittineague, Mass.

PAPER MANUFACTURERS-LEDGER ONLY.

Weston, Byron, Co., Dalton, Mass.

PATENT PHOTO-MAILING ENVELOPES.

Lavette, H. C., 230-232 Washington street, Chicago. List of jobbers and samples sent gratis.

PHOTO-ENGRAVERS.

Bauer, H. C., Engraving Co., 17-21 South Meridian street, Indianapolis, Ind. Engraving by all processes.

Blomgren Bros. & Co., 175 Monroe street, Chicago. Photo, half-tone and wood engraving.

Dobinson, W. J., Engraving Co., 277 Washington street, Boston, Mass. Half-tone and line etching.

Franklin Engraving and Electrotyping Co., 341 Dearborn street, Chicago.

Illinois Engraving Co., 346-358 Dearborn street, Chicago. Engraving by all processes.

Kelley, S. J., Engraving Co., Binghamton, N. Y. Half-tone, line, wood engravers, electrotypers.

Ormsbee, H. J., Engraving Co., 322 South Salina street, Syracuse, N. Y. Peninsular Engraving Co., Evening News building, Detroit, Mich.

Peters, C. J., & Son, Boston, Mass. Half-tone, line and wax engravers. Sanders Engraving Co., St. Louis, Mo. Electro-typers and photo-engravers.

The Standard Engraving Co. of New York, 61 Ann street. Send for circulars.

United Brethren Pub. House. Dayton, Ohio. High-grade general illustrators.

Williamson-Haffner Engraving Co., 1633 Arapahoe street, Denver, Colo.

PHOTO-ENGRAVERS' MACHINERY AND APPLIANCES.

F. Wesel Mig. Co., 82 Fulton street, New York. Complete outfits a specialty.

PHOTO-ENGRAVERS' PROOF PRESSES.

Shniedewend, Paul, & Co., 118-132 West Jackson boulevard, Chicago. Mfrs. Reliance Special.

PHOTO-ENGRAVERS' SCREENS.

Levy, Max, 1213 Race street, Philadelphia, Pa.

Wolfe, M., Dayton, Ohio. Teacher new 3-color process. Manufacturer screen plates.

PHOTOGRAPHIC PUBLISHERS.

Photochrom Co., The, sole publishers of Photo-chrom and Phostint, Detroit, Mich.

PLATE AND EMBOSSING PRESSES.

Kelton's, M. M., Son. C. Kelton, proprietor, 124 Baxter street, New York city.

King, A. R., Mfg. Co., 532 West 22d street, New York. "King" embossing and plate presses.

PRESSES.

Duplex Printing Press Co., Battle Creek, Mich. Flat-bed perfecting presses.

Goss Printing Press Co., 16th street and Ashland avenue, Chicago. Manufacturers newspaper perfecting presses and special rotary printing machinery.

Hoe, R., & Co., New York and London. Manufacturers of printing presses and materials, electrotypers' and stereotypers' machinery. Chicago office, 258 Dearborn street.

PRESSES-CYLINDER.

American Type Founders Co. See list of branches under Type Founders.

Babcock Printing Press Manufacturing Co., The, New London, Conn.; New York office, 38 Park Row; Barnhart Bros. & Spindler, gen-eral western agents, Chicago.

PRESSES-HAND OR FOOT.

Kelsey Press Company, Meriden, Connecticut.

PRESSES-ROLL-PAPER.

Caps Bros., Kansas City, Mo., U. S. A. Sheet and roll wrapping-paper presses.

PRESSES-JOB PRINTING.

American Type Founders Co. See list of branches under Type Founders.

Eardley & Winterbottom, 125-127 Worth st., N.Y.

Isaacs, Henry C., 78 Warren street, N. Y.

PRINTERS' MATERIALS.

American Type Founders Co. See list of branches under Type Founders.

F. Wesel Mig. Co., 82 Fulton street, New York. Specialties: brass and steel rules, galleys, electric-welded chases, mahogany and iron stereotype blocks, composing-sticks, wire-stitchers, rule and lead cutters, self-inking proof presses, saw tables.

Graham, E. K., & Co., 516 Commerce street, Philadelphia. New and secondhand machin-ery and supplies.

Hartnett, R. W., & Bros., 52-54 North Sixth street, Philadelphia, Pa.

Morgans & Wilcox Mfg. Co., Middletown, N. Y. Patent steel furniture and other specialties.

THE INLAND PRINTER BUSINESS DIRECTORY-Continued.

PRINTERS' MATERIALS.

Schultz, F., 96-98 West Lake street, Chicago. Manufacturer printers' book and news steel chases.

PRINTERS' OUTFITTERS.

Kennedy, T. E., & Co., 414 East Pearl street, Cincinnati, printers' outfitters. Large stock secondhand machinery, sell Barnhart's type, Huber cylinders, Gordon and Universal job-bers, Brown & Carver cutters, and other goods. Quote best prices.

Powell, F. M., Co., 329 Dearborn street, Chicago. All kinds of printing-presses, paper-cutters, type and material. Printers' brass type and brass rule. We match any face made in rule.

PRINTERS' PROOF PRESSES.

Shniedewend, Paul, & Co., 118-132 West Jackson boulevard, Chicago.

PRINTERS' ROLLERS AND ROLLER COMPOSITION.

Bendernagel & Co., 521 Minor street, Philadelphia. Compositions adapted to the work.

Chicago Roller Co.; also, tablet composition. 84 Market street, Chicago.

Dietz, Bernhard, Grant and Mercer streets, Balti-

Godfrey & Co., printers' rollers and roller composition. Philadelphia, Pa. Established 1865.

Grayburn, John, 525 First avenue, Pittsburg, Pa. Established 1871. Try our padding glue.

Maigne, O. J., 324-328 Pearl street, New York city. Also pressroom paste.

Wild & Stevens, 148 Congress street, Boston, Mass. Established 1850.

PRINTING PRESSES-SECONDHAND.

American Type Founders Co. See list of branches under Type Founders.

Preston, Richard, 45 Pearl street, Boston, Mass. Printing, cutting, folding and wire stitchers.

RUBBER STAMP MACHINERY.

Dorman, J. F. W., Co., Box 993, Baltimore, Md. Machinery and supplies.

RULING MACHINES.

Hickok, W. O., Mfg Co., Harrisburg, Pa. Ruling machines and pens.

SECONDHAND MACHINERY.

Campbell, Neil, Co., 23 Beekman street, New York City. Cylinders, jobbers, cutters, etc.

STEEL AND COPPER-PLATE ENGRAVING.

Dittmar Engraving Co., 814 Walnut street, Philadelphia, Pa.

STEEL RULE.

F. Wesel Mfg. Co., 82 Fulton street, New York. Also, brass scoring rule.

STEREOTYPERS' AND ELECTROTYPERS' METAL.

Blatchford, E. W., & Co., 54 Clinton street,

Kansas City Lead and Metal Works, Fourteenth and Wyandotte streets, Kansas City, Mo.

TIN-FOIL.

Crooke, John J., Co., 80 Illinois street, Chicago.

TYPE FOUNDERS.

TYPE FOUNDERS.

American Type Founders Co. greatest output, completest selection, most original designs. Send to nearest branch for latest specimen book. BRANCHES — Boston, New York, Philadelphia, Baltimore, Buffalo, Pittsburg, Cleveland, Cincinnati, Chicago, St. Louis, Minneapolis, Kansas City, Denver, Portland, Spokane, Wash; Los Angeles, San Francisco, Cal. Special. Dealers—Atlanta: Dodson Printers' Supply Co.; Dallas: Scarff & O'Connor Co.; Toronto: Toronto Type Foundry; London, England: M. P. McCoy, Phenix Place, Mount Pleasant, W. C.; Melbourne: Alex. Cowan & Sons, Ltd.

Bruce's New York Type Foundry, 13 Chambers street. New York.

Crescent Type Foundry, 346-348 Dearborn street.

Hansen, H. C., type founder and printers' supplies, 190-192 Congress street, Boston, Mass.

Inland Type Foundry, 217-219 Pine st., St. Louis, Mo.; 188 Monroe st., Chicago. Inventors of Standard Line Unit Set Type.

Newton Copper-Facing Type Co., 18-20 Rose st., New York. Established 1851.

TYPEWRITER RIBBONS AND CARBON PAPERS.

Little, A. P., Rochester, N. Y.

WOOD TYPE.

American Type Founders Co. See list of branches under Type Founders.

Hamilton Mg. Co. Main office and factory, Two Rivers, Wis.; eastern factory and warehouse, Middletown, N. V. Manufacturers of wood type, cases, cabinets, galleys, etc.



ALL EMPLOYES

In the operating department of the "Alton Road" are required to pass mental and physical examinations calculated to secure absolute safety to passengers and freight. Fidelity, promptness, and accuracy are rewarded by the merit system, the result being that one of the safest railways in the world is

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GEO. J. CHARLTON, GEN'L PASSENGER AGENT, CHICAGO, ILLINOIS.



Franklin Printing Co., Philadelphia.

From the moment it was set up it has not given particle of delay or trouble.

Rand, McNally & Co., Chicago.

Giving entire satisfaction

R. R. Donnelbey & Sons Co., Chicago.

Consider them far aftead of any other machine on the

Review & Herald Pub. Co., Battle Creek, Mich.

After two years of use is perfectly satisfactory. Has cost us nothing to keep it in repair.

P. F. Pettibone & Co., Chicago.

Has given entire satisfaction

Witten and war and care West Publishing Co., St. Paul, Minn.

Doing excellent work and has saved a considerable

经验的证据的证明的证明的证明 Dakota Farmer, Aberdeen, S. D.

It works like an intelligent human being, except that never makes an error or blunder when perfectly

Ginn & Co., Boston, Mass.

Is giving excellent satisfaction.

J. B. Savage, Cleveland, Ohio.

Are very well satisfied.

Democrat Printing Co., Madison, Wis.

Six to ten thousand sheets are fed and folded without the loss of a sheet.

Clinic Publishing Co., Chicago.

They are perfectly satisfactory.

Murdoch, Kerr & Co., Inc., Pittsburg, Pa

Been in use on the largest size Century Press and has iven very satisfactory service. EA AFECTOR GARDEN

Wallace's Farmer, Des Moines, Iowa. Saves labor of one man and should materially increase the capacity of the press

A CONTRACTOR

Frank Tousey, New York. Are in every sense a success and have my

THE REPORT OF THE PROPERTY OF THE PARTY OF T F. M. Lupton, New York.

They work almost to perfection and greatly increa output

E. C. DeWitt & Co., Chicago.

They do the work rapidly and perfectly and we not see how we could get along without them.

E. A. Webb, St. Paul, Minn

Has been a great saving of time and money and we would not do without it.

Foley & Co., Chicago

The machine is a good investment, as we find it eco-nomical by increasing our product at a saving of labor.

TO THE RESIDENCE OF THE PROPERTY OF THE PROPER The Sparrell Print, Boston, Mass.

In use on a No. 5 Cottrell press. It is perfect. shall order another at once.

(Have since ordered five more. D. F. Co.)

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Preucil & Kubec, Chicago. When needing another we bought your machine.

SCHOOL SALES TO SALES F. E. Bacon & Co., Beston, Mass.

THE THE REPORT OF THE PROPERTY OF THE PROPERTY

Find the pressfeeder a money-saver in several ways

CITY CANAL ESTA NO STATE OF CONTRACT Harper & Brothers, New York.

Secure an increased output at a decreased expense A STATE OF THE STA

Western Methodist Book Concern, Cincinnati, O. Have found it efficient, simple and practicable,

No. of the second secon

J. C. Winston & Co., Philadelphia.

We can recommend both folder and feeder. Give

A TOTAL AND THE STATE OF THE ST David C. Cook Pub. Co., Elgin, Ill.

PURCHASERS

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Have given very satisfactory results. Our expecta ons have been more than realized.

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THEY SAY

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Have filled a long-felt want and have given the best satisfaction.

Miller, Flaven Printing Co., St. Louis, Mo.

Are very much pleased with them and hope to add several more within a very short time.

J. J. Arakelyan, Boston, Mass. is a pleasure to watch the feeding machine doing ork in so accurate a manner.

W. B. Conkey Co., Chicago.

Is doing first-class work and we are much pleased with it The state of the s

Jenkins & McCowan, New York.

Find a product equal to more than double that of or hand-feed machines.

Poole Brothers, Chicago

Is giving entire satisfaction, the work being much more accurate than could be done by hand feed.

Happy to endorse it to the fullest extent.

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Indiana Newspaper Union, Indianapolis, Ind. Are well pleased with the feeders.

STATES CONTRACTOR OF THE STATES

S. A. Jones, Beloit, Kan.

The machine is certainly a great success

Publishers' Printing Co., New York.

Have given general satisfaction. A STATE OF THE STA

Jersey City Printing Co., Jersey City, N.J.

In all respects most satisfactory.

THE PROPERTY OF THE PARTY OF TH J. C. Krehbiel & Co., Cincinnati, Ohio.

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Brandon Printing Co., Nashville, Tenn. Would not do without it

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J. S. Wesby & Sons, Worcester, Mass. Has done all claimed for it on all kinds and condi-ons of paper without expense for parts or repairs.

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Pathfinder Publishing Co., Pathfinder, D. C.

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THE POWER BOOK OF THE POWER OF

Street & Smith, New York

From the beginning they have given entire satisfaction.

The state of the s

Kimbali & Storer Co., Minneapolis, Minn.

It enables us to increase our production from one-third to one-half of what it was when feeding by hand.

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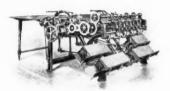
Wonder how on earth we managed to get alor

J. F. Tapley Co., New York. Has greatly increased output.

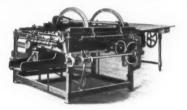
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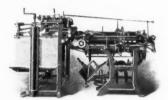
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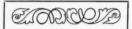
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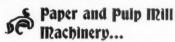
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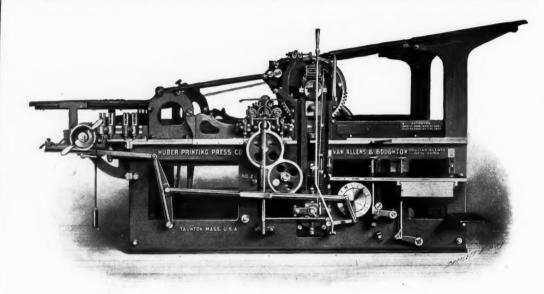
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THE HUBER PRESS as built today has all of the labor-saving devices. Its pyramid distribution can not be improved upon. Its heavy bed does away with all elasticity. Its full-tooth register rack, locking bed and cylinder, insures absolute register at all speeds. Its angle rollers are geared, an advantage appreciated by those who know anything of press construction. Its crank movement is the most powerful made, and does away with springs and all jar or vibration.

THE HUBER PRESS will do the best work, last longer, give less trouble, and produce a larger output than any other printing press on the market today. These seem like strong statements, but we can substantiate every one of them. Let us show you the press in operation.

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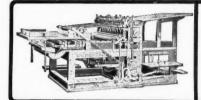
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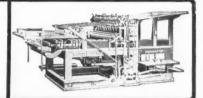
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Western Office . . . 277 Dearborn Street, CHICAGO Telephone, 801 Harrison

H. W. THORNTON, Manager



The Michle



April Shipments—44 Presses

For the benefit of the gentlemen interested in printing presses, who, when asked the question "How about the Miehle," answered—"Oh, yes, I see their ads. occasionally and heard they sold a press up in the country last week, but don't think they are doing much," we herewith give our shipments for the month of April, and will say to such parties that they were "April-fooling" themselves, or were being badly "April-fooled."

APRI		o of
1	James Bayne Co., Grand Rapids, Mich. Previously purchased 1 Michle.	I
3	Brown & Bigelow, St. Paul, Minn. Previously purchased 1 Miehle.	2
4	Consolidated Co., Philadelphia, Pa.	1
4	Byron & Willard, Minneapolis, Minn.	1
5	W. F. Robinson Printing Co., Denver, Colo. Previously purchased 1 Michle.	ï
5	Williamson-Haffner Engraving Co., Denver, Colo.	1
5	Bentley, Murra, Co., Chicago. Previously purchased 4 Miehles.	1
6	Salvation Army New York, N. Y.	I
8	C. F. Hatch, Minneapolis, Minn. Previously purchased 2 Miehles.	2
9	Kent & Lemberger, Ottumwa, Iowa.	1
9	Winthrop Press, New York, N. Y. Previously purchased 2 Miehles.	I
01	American Bank Note Co., New York, N. Y.	3
10	Dry Goods Economist, New York, N. Y.	1
1.1	D. F. Stewart,	1
12	Herald Printing and Publishing Co., Montreal, Can.	1
12	Central Printing Co., Rochester, N. Y. Previously purchased 1 Miehle.	1
13	Egbert, Fidlar & Chambers, Davenport, Iowa. Previously purchased 3 Miehles.	1
15	Pantagraph Ptg. and Stationery Co., Bloomington, Ill.	2

APRI		o, of chines
16	James McKinney, Chicago. Previously purchased 1 Miehle.	2
16	C. E. Donnell, St. Louis, Mo. Previously purchased 2 Michles.	2
18	Forbes Lithograph Manufacturing Co., Boston, Mass.	ī
18	Globe-Wernicke Co., Cincinnati, Ohio,	1
19	Rogers & Wells, Chicago. Previously purchased 4 Miehles.	1
19	The "Enterprise," Burlington, N. J.	1
19	Acme Publishing Co., Morgantown, W. Va.	1
20	Stone Printing and Manufacturing Co., Roanoke, Va. Previously purchased I Miehle.	1
22	Williams Printing Co., Richmond, Va. Previously purchased I Miehle.	ī
26	Bartlett & Co., New York, N. Y.	2
27	M. M. Garrett, Chicago.	1
29	Wilmerding Printing Co., Wilmerding, Pa.	1.
30	Western Methodist Book Concern, Cincinnati, Ohio. Previously purchased 2 Miehles.	1
30	L. Wessel, Chicago.	1
30	Frank Beck Co.,	1
30	Whittet & Shepperson, Richmond, Va.	1
30	Franco-American Co., Paris, France. Previously purchased 3 Miehles.	2
		44

We have also received during the month of April orders for fifty-two presses for future shipment.

See Our Ad. on Back Cover.

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THE INLAND PRINTER-MAY, 1901.

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